

CONNECTICUT

INDUSTRY

MAY 1957



COASTAL TEMPERATURES

PRESENT	FORECAST
9°	10°

C-TV

Sealy WEATHER FORECAST



INLAND TEMPERATURES

PRESENT	FORECAST
30°	30°
HIGH 28°	HIGH 35°
LOW 25°	LOW 30°



BED COMFORT IS
THEIR BUSINESS

Page 6



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IN SECONDS
IN WRITING
WITH
TELETYPEWRITER
SERVICE

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THE SOUTHERN NEW ENGLAND

Telephone COMPANY

CONNECTICUT INDUSTRY

MAY 1957

VOLUME 35 NUMBER 5



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THIS MONTH'S cover photo shows the Sealy Weather Girl. Sealy Weather Shows reach the vast television audiences of key television stations in Connecticut, Rhode Island and Massachusetts, providing latest weather information interspersed with animated and live Sealy mattress commercials.

L. M. BINGHAM, *Editor*

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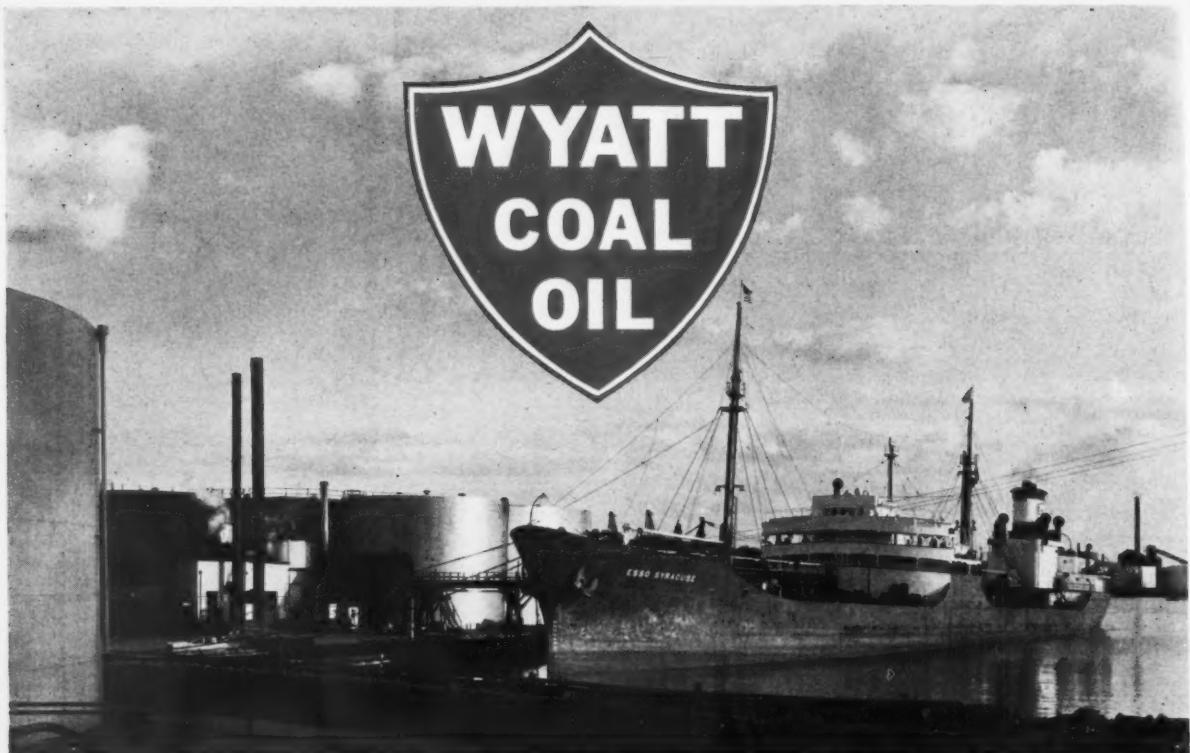
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A RECENT ESSO TANKER ARRIVAL AT WYATT'S NEW HAVEN TERMINAL

The "Esso Syracuse" is 547 feet long, has a 70 foot beam and draws 30 feet of water. It took 5 days for the 1820 mile trip from Aruba, N.W.I. to New Haven and its average speed was approximately 15 knots. This tanker discharged 5,000,000 gallons of Bunker "C" on this trip.

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LIGHT FUEL OILS • DIESEL OIL
BITUMINOUS COAL
BY
STEAMER, BARGE, TRUCK OR RAIL



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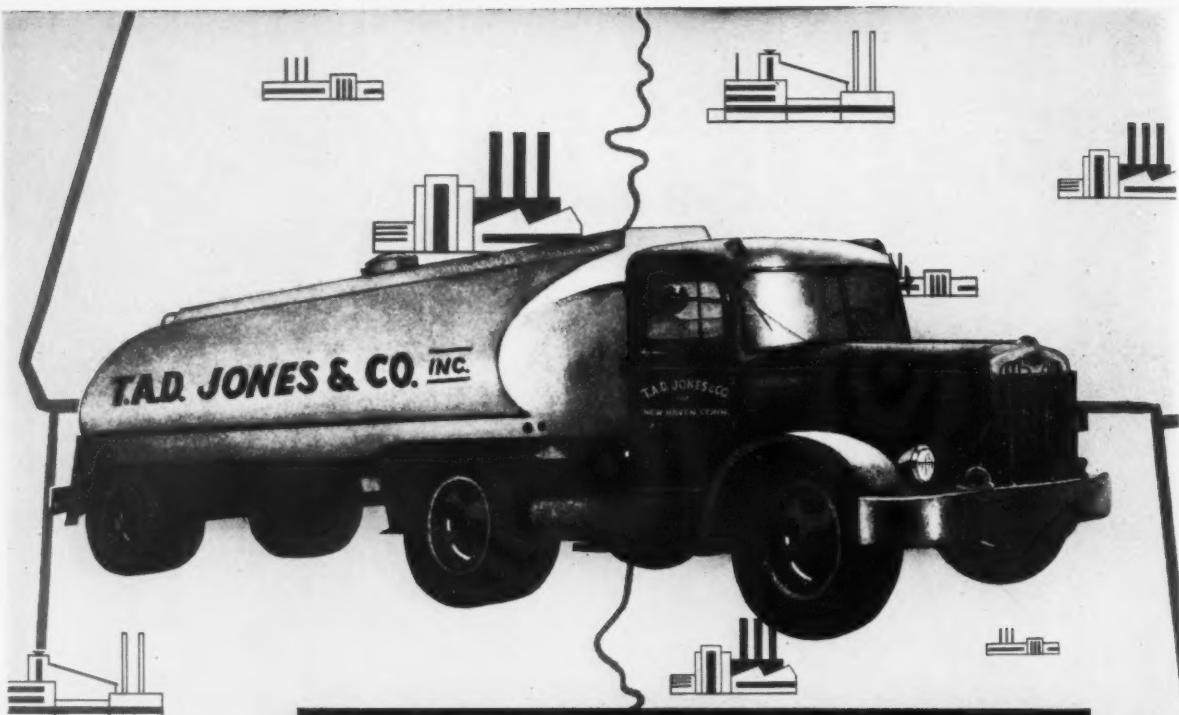
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ALL OVER THE MAP!

For thirty years, T.A.D. Jones delivery-trucks have been rolling over the highways of Connecticut and Massachusetts, bringing a prompt and dependable fuel-service to the tanks and bunkers of southern New England's industry. While not so conspicuously marked as to source, the volume of our barge- and rail-deliveries is equally important.

After nearly a generation of such usefulness, T.A.D. JONES & COMPANY is naturally equipped to maintain and enhance its name for serviceability. Today our bulk service of Bunker "C" Fuel Oil, Bituminous and Anthracite is among the most extensive in New England, like our facilities for delivery. . . And they are all as handy to you as your telephone!

T. A. D. JONES & CO., INC.

NEW HAVEN: University 5-6103 • BRIDGEPORT: Edison 3-6126
After hours: New Haven 7-2222 for Coal, New Haven 7-0706 for Oil

The Disease and The Remedy

By N. W. FORD, Executive Vice President

Manufacturers Association of Connecticut, Inc.

♦ IN a recent letter to the editor of the New York Times, Henry Mayer, a labor union attorney, declared that extortions by corrupt labor officials are invariably bribes instigated by employers.

Answering this serious charge in a subsequent letter published in the April 9 issue of the Times, Peter Megargee Brown, a former assistant United States Attorney prosecuting labor racketeering cases, flatly declared Mr. Mayer's allegations were unfair and untrue in the light of facts revealed during many court cases in which labor officials were being prosecuted for racketeering. Drawing from his first-hand experience, attorney Brown offers the following facts in refuting attorney Mayer's employer bribery allegations:

"For a decade or more racketeers (i.e. professional criminals) have been infiltrating and now dominate vital parts of the United States labor movement. In the past five years alone over eighty-five of these union official racketeers have been convicted of extortion by Federal prosecutors, not to mention state convictions.

"Bribery by the employer—if proved—is a good defense to the charge of extortion in any court of the land. But the jury found, in these cases, or the labor official confessed, that his ill-gotten tribute had been coerced from management through threats of fear or violence. Here the employer has been the victim, not the labor official."

"The growing variety of extortion schemes by labor racketeers is myriad. Our complex industrial society provides various combinations to get money out of the company treasury. A labor official demands Cadillacs as the price for union unloading of ships bringing raw material to management's sugar refinery (United States v. Varlack). An employer is compelled to 'purchase' material that never will be delivered (United States v. Lowe). An employer building a ramp for the Queensboro Bridge is told to pay the union business agent or have 'labor trouble' (United States v. Palmiotti). The president of a labor union demands payment of a 'commission'—in cash—on a million dollar contract from the Government contractor working on an atomic energy plant (Dale v. United States). Teamster officials threaten labor strife as the alternative to annual exactions from a score of milk haulers carrying milk and cream from the farms of six neighboring states to New York City (United States v. Masiello and Stickel).

"In every one of these labor racketeering cases the defendant union leaders raised the hue and cry that they had been bribed by the employer. But the juries found, after careful deliberation, that on the contrary the payments had been extorted. That does not mean to say that bribery never exists or never can be proved. But it is to say that the crime of extortion is being proved each day against labor officials. Consequently, the picture of all labor union officials as long-suffering victims of management's corruption is somewhat distorted and quite unfair.

"But all can rejoice that the tide is turning against the well-entrenched labor gangster. Thirty-five top International Longshoremen's Association figures have been convicted since the state crime probe for extortion, murder, perjury, conspiracy, payroll fraud, smuggling, tax evasion, etc.

"The Senate's investigation of the teamsters' union shows clearly what happens when professional criminals, strong-arm hoods and moral-less fronts control, for personal gain, the movements of a fifth of all freight between the cities of the United States.

"Racketeers of any stripe operate beyond the reach of effective law enforcement. To do this, public apathy and corruption of government are their principal weapons. The myth that labor officials have 'invariably' been seduced by wicked employers twists the truth and thus contributes to that public apathy, tending to chill the arm of the law."

As another prominent writer stated recently, the root cause of such flagrant criminal racketeering is due to the monopoly permitted under union shop agreements which force all workers to join a union, pay dues and abide by the rules of their union leaders, regardless of the quality of its leadership.

Since management under a union contract collects union dues and turns them over to the treasurer of the union, officials of the union are not forced to sell the quality of their performance to rank and file members each month in order to collect dues. Nor do union members have the opportunity to withhold their dues or completely withdraw from the union, as a veto power to stop racketeering or other dishonest practices by their leaders. With no dues collection duties, a union official has plenty of time available to build political fences so strong, and to exert such coercive power over disgruntled rank and file members, that it is next to impossible for dissatisfied members to organize a majority to dislodge them from office.

In the opinion of those who believe that no man should be forced to join any organization in order to get or hold a job, much, if not all, the racketeering by professional criminals would be eliminated if the union shop agreements were either outlawed by federal law or by every state legislature.

Our forefathers came to America to escape coercion by both civil and religious authorities. They fought the War of Independence to escape the coercion of King George of England. We fought a civil war to remove the yoke of slavery from the negro. The blood of hundreds of thousands of our nation's youth has been shed, and hundreds of billions of dollars of our wealth has been squandered in two world wars and in Korea, to uphold the principles of voluntary action against the threat of coercive government. Likewise, we have spent and continue to spend over \$40 billion annually for both physical and economic tools of defense against the tyrannical forces of Russian communism.

Why, then, in the face of our continuous revolt against force throughout our nation's history, should we now permit a "labor government within our government" to force men to join a union in order to employ their skills in a company which has been forced to sign a union shop contract? Obviously, it is the coercive force of union leaders, aided and abetted by members of the clergy, which has made our political leaders and many representatives fearful of outlawing union shop agreements in Connecticut. To put the case another way, it is the substitution of mistaken political expediency for statesmanship which would vote for upholding the principle of voluntarism against coercive force, regardless of who exerted it.

The Republican Party that drew its first strength from its willingness to fight a war to free the negro from slavery, which controls the Connecticut General Assembly this year, and which still declares for the principle of freedom from coercion, now has a golden opportunity to demonstrate that its actions coincide with its principles by passing a "right-to-work" bill in this session of the legislature.



From the original small barn "factory" at the rear of 701 South Main Street, the Waterbury Mattress Company's manufacturing and warehouse facilities have grown to over 65,000 square feet.

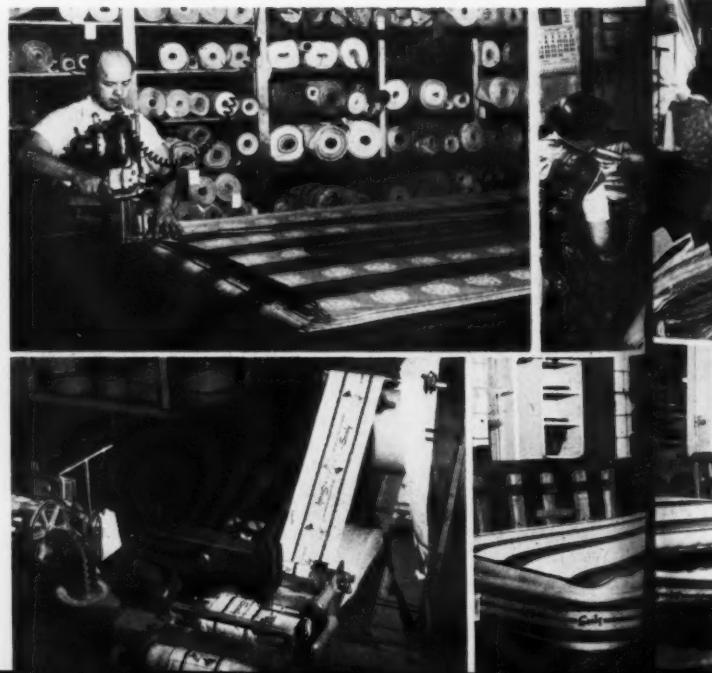


Charles Walzer, founder of the Waterbury Mattress Company and a champion of sanitary bedding laws for Connecticut, is still president of the company.



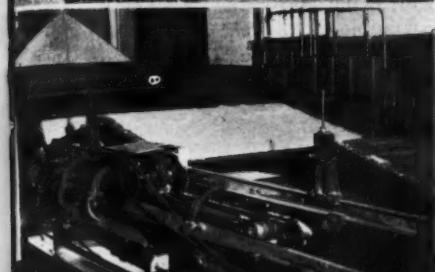
Management team . . . the sons of Charles Walzer, Dave, Bill and Morton, who share executive responsibilities in the Waterbury Mattress Company and its associated companies, York Lounge and Sealy Mattress Co.

BED COMFORT IS THEIR BUSINESS

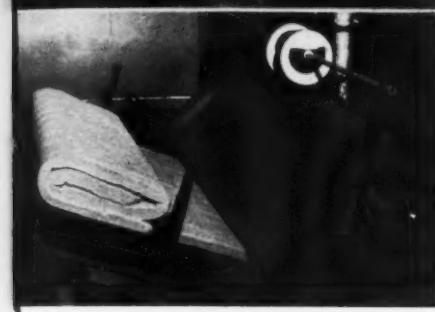




A young man's wanderlust, his desire for his own business and the courage to research and advertise created the Sealy Mattress Co.



■ IF you are the average person who sleeps six to eight hours a night, you will spend three to four of the next twelve months on a mattress. And if you are particular about how well you spend this time, chances are pretty good that you'll be sleeping on a Sealy Posturepedic, one of America's best-known mattresses.



If you slept on a Sealy last night and awoke refreshed and "free from morning backache", you probably have Charles Walzer and his three sons (Dave, Mort and Bill) to thank for it. But we're getting ahead of our story . . .

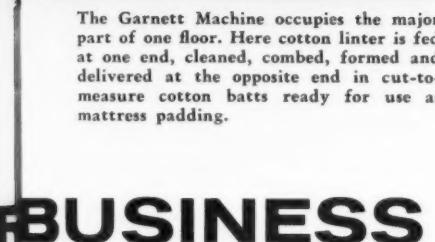
Beginnings

It all started when Charles Walzer, a young man living and working in New York, decided to seek his fortune away from home. Early in 1907 he packed his valise and headed for Waterbury, Connecticut to join an uncle who had started a mattress-making venture back in 1891. Young Charles soon discovered that his exciting new adventure consisted of little more than a small barn "factory" at the rear of 701 South Main Street, and a staff of four employees.

Charles rolled up his sleeves and went to work. By 1909 he had purchased his uncle's interest, moved the tiny "plant" from Main Street to a two-story building on Bank Street, and established what is still known today as the Waterbury Mattress Company.

In those days Charles Walzer was proprietor, production manager, secretary, treasurer and, most important, the sales force. Today, after three successive moves, the company occupies more than 65,000 square feet of floor space in its various Waterbury plants and warehouses, employs more than a hundred people, and has become one of the most successful mattress manufacturers in the country.

David Walzer, eldest son of Charles, joined his father in 1925. Morton and William Walzer joined the firm in 1933—and the Company has enjoyed its greatest period of growth since their arrival on the scene. With the changes through the years, perhaps none has been more significant than the com-



pany's acquisition of the Sealy franchise in 1949.

Ingredient For Growth

Although the brand names developed and promoted by the Waterbury Mattress Company—Good Knight, Sir Waterbury, Queen, Wamaco and others—had gained good acceptance throughout New England, in the early postwar years it became increasingly evident to the Company's management team that excessively heavy promotion would be necessary to hold its sales position against the increasing acceptance of national brands. The decision was made that the Company could gain faster growth if its excellent production facilities could be utilized in manufacturing a branded mattress which had gained national acceptance.

Coincident with this decision, the Sealy organization extended an offer to the Waterbury Mattress Company to acquire its valuable franchise. Sealy Mattress Company, Inc., of Waterbury was formed in 1949 to serve as the selling, merchandising and advertising unit of the Waterbury Mattress Company. William Walzer became president of the newly formed company, Morton Walzer its vice-president and treasurer, and David Walzer its secretary.

The Sealy Story

The Sealy history is in itself a fascinating story. In 1881, in the little town of Sealy, Texas, Daniel Haynes, a cotton planter, began making mattresses with cotton filler. He soon invented a gin which put an end to the hand operation of stuffing the mattress with cotton.

In 1906 he sold his interest in the business and the new owners adopted the franchise method of operation to obtain wider distribution. Key mattress companies were selected to cover the country. Eventually, the parent firm divested itself of its manufacturing operations and served its franchise holders in an advisory and supervisory capacity.

In 1909, Sealy became the first mattress ever advertised in a national publication—The Saturday Evening Post. In 1928 Sealy established another first in the mattress business when it sponsored a national radio program; and following this lead, was again the first in the industry to sponsor a na-

BUSINESS



Steps in making a mattress . . . cutting and sewing of colored ticking fabric, automatic padding and stitching of side panels, and assembly of mattress.



Sewing machines which move around the work table finish the patented flanged edges of a Sealy Button Free mattress in the foreground while further along the line a machine tufts a mattress. The efficient plant is capable of producing hundreds of mattresses and boxsprings daily.

tional network television production.

While actively advertising the product, Sealy did not stint on research. In many different ways, new materials and new methods of production were studied and introduced into the various franchise operations.

Working in cooperation with leading orthopedic surgeons, Sealy was especially successful in developing a firmer mattress designed to give proper support to the body. In 1948 The American Medical Association gave its official blessing when it accepted advertising for this radically new and dif-

ferent mattress in the Journal of The American Medical Association. Today, that mattress—known to millions as the Sealy Posturepedic—is said to be the world's largest selling mattress designed in cooperation with leading orthopedic surgeons.

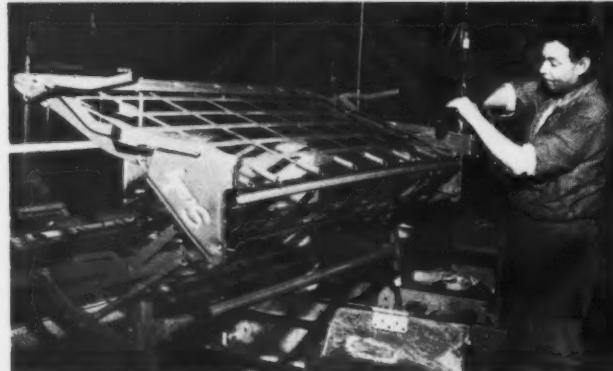
Despite the importance of the Sealy brand name in the national scene, it was comparatively little known to New England consumers when the Walzer team took over the franchise in 1949. But consumers in this area were not to be denied knowledge of the Sealy brand for very long.

Teaming up with its advertising agency, the Waterbury firm created and produced the first Weather Shows to be televised in New England. Seen regularly over four major television stations in the Sealy market area, the Sealy Weather Shows quickly established brand identity and were largely responsible for the swift consumer acceptance of the Sealy name. Today, Sealy and its famous slogan, "Sleeping on a Sealy is like Sleeping on a Cloud," is recognized by more consumers in this area than any other mattress brand, according to a survey conducted by the School of Business Administration, University of Connecticut, Storrs.

In addition to the Sealy Weather Shows on television (see front cover), newspaper advertising is used extensively throughout the territory. Some thirty major newspapers in Connecticut, Rhode Island and Western Massachusetts carry large-space Sealy advertisements at frequent intervals. Radio and outdoor advertising play their part, too, in Sealy's powerful and never-ending advertising and sales promotion program.

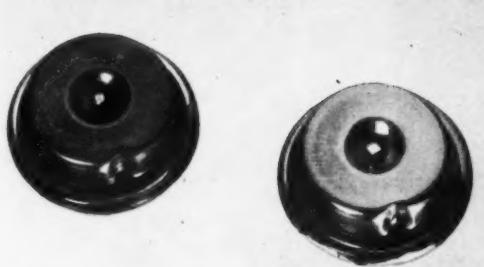
In the Sealy operation, owners of the franchise plants are active executives of Sealy, Inc., the parent organization with headquarters in Chicago. Both William and Morton Walzer are members of the Sealy Board of Di-

(Continued on page 36)



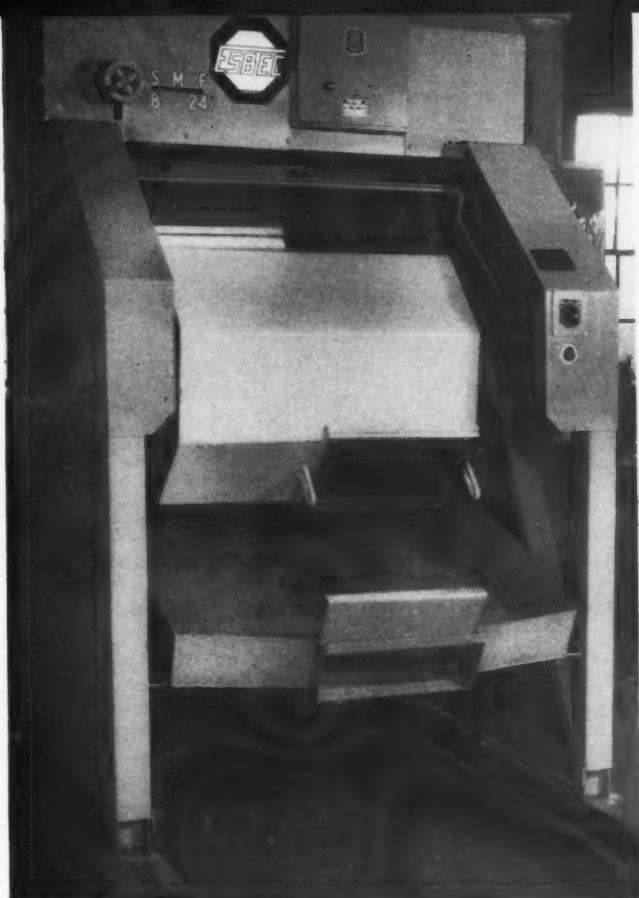
At the York Lounge plant, the art of fine furniture making is evident as hardwood frames are assembled and upholstered. Conveyors move partially finished lounges to other stations where patented Sealy innerbed units are installed, and a Sealy mattress added to make the Con-Sealy-Bed. After final inspection the convertible sofa beds are hoisted to storage racks to wait shipment.

ESBEC Model 2430 is the smallest of the Heavy Duty Series, which ranges in capacity from 4 to 37 cubic feet. The special unloading chute is optional.



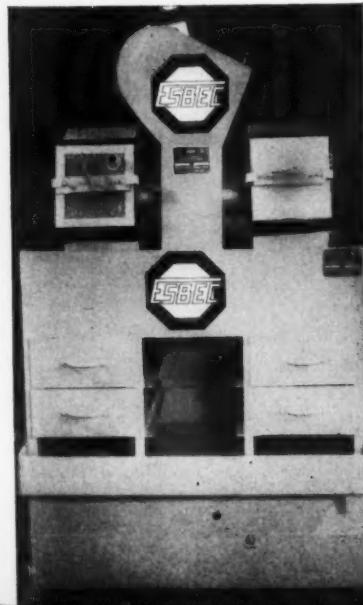
Mercury Switch—descaled for good electrical contact.

Illness and a revolt against commuting, plus the will to overcome heartbreaking obstacles, launched a successful enterprise and a cost-reducing finishing technique.



The "Rattling Barrel" Goes Modern

The ESBEC Bench Twin Barrel and its self-contained separating bench form a completely self-contained barrel finishing department for small parts.



■ THE old "Rattling Barrel," which many years ago achieved fame in iron foundries, has developed from a rough and tumble arrangement to a high precision machine. Because of new techniques and new processing materials, the modern machine is producing results which some production executives still find hard to believe.

Amazing Performance With Modernized "Rattling Barrel"

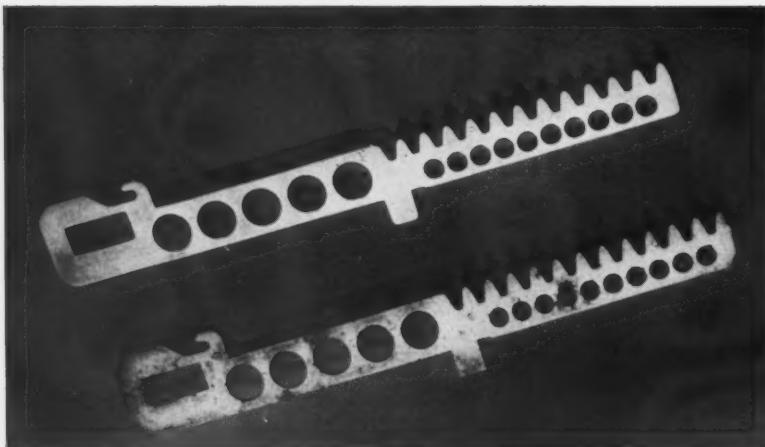
A bearings manufacturer, barrel finishing ground outer races is regularly creating a finish of 1 r.m.s. In addition, he eliminated the use of cyanide as a burnishing agent and still achieves ultra-high lustre.

Barrel finishing of the "change-lever" for the B.A.R. rifle eliminated 16 hand filers and resulted in far fewer rejects, with the parts going directly from the barrel to final inspection.

A builder of business machines has from 10 to 20 complicated sliding parts in each machine which must have all edges broken and the surface polished to reduce friction to the ultimate degree. With a production of thousands per day, each part had to be tampico brushed, at a high labor charge. Now, a single tumbling barrel handles that entire production, plus other parts, and surface finish has been greatly improved.

Thin, flat aluminum "pinch clamps" used in controlling the flow in blood transfusions and intravenous injections must have their slits completely burr-free to prevent cutting the rubber tubing. Barrel finishing proved the answer and millions of pieces are now processed in this manner.

The threads on an aluminum part of an ordnance component must be completely burr-free and must pass through critical thread gauges in final inspection.



Business machine part. All edges must be broken and the surface polished to an ultimate finish. Formerly individually tampico brushed, parts now are barrel finished with great saving in labor cost. (Below) before finishing. (Above) after finishing.

tion. Tampico brushing was prohibitively expensive. Now hundreds of these are barrel finished at one time, and all pass inspection.

Large volumes of mercury switches made of glass and stainless steel are effectively descaled by barrel finishing. This process reaches depressions which could not be touched by wire brushing.

By another controlled technique, externally threaded zinc die castings are barrel finished to remove burrs and break all edges, inside and out.

These are only a few dramatic examples of what barrel finishing will accomplish in the way of amazing cost reductions, greater uniformity, reduction of rejects, higher production per square foot of floor space, and release of highly paid, skilled personnel to speed the elimination of other bottlenecks.

Almost every type of metal can be finished in a barrel. New processing materials and new techniques are producing finishes on zinc and aluminum die castings which were only dreamed of a few short months ago. Copper, brass, the stainless steels, all respond to high lustre burnishing and even magnesium can be cut-down and polished. The jewelry industry has been barrel finishing precious metals for many years.

Now the use of fixtures, which keep large, critical parts from damaging each other, is developing many new opportunities for even greater economies in finishing large, complicated aircraft and other components. Also, the basic process has been adapted to the deflashing of rubber parts by the use of dry ice or CO₂ gas.

In this operation, the rubber parts are placed in an insulated barrel with an appropriate medium, either stone or steel shapes. The whole mass is then frozen until the rubber flash becomes

brittle. Then, by revolving the barrel, the flash is completely removed. By carefully controlled techniques, even soft rubber parts can be deflashed with tremendous savings in production costs.

But this specialized knowledge didn't come easily. The story of ESBEC development is one of long hours of work and an uphill fight to overcome one obstacle after another.

Business Launched by Question and Answer Method

One day, in the summer of 1948, Morris S. Shipley, a manufacturer's representative, went to Mr. Culyer, then purchasing agent of Russell, Burdsall & Ward Bolt and Nut Company of Port Chester, New York for advice. He showed Mr. Culyer a circular of a machine called a tumbling barrel and asked if there was any appreciable market for that type of equipment. When Culyer said yes, he thought so, Mr. Shipley called on several other acquaintances and received similar answers.

Such was the inception of what is now The ESBEC Barrel Finishing Corporation, one of the most rapidly growing organizations in the barrel finishing field. But many problems were encountered and many obstacles overcome along the way.

Mr. Shipley is another of the long list of businessmen who rebelled against commuting from his home in Greenwich to New York City. As vice president of Inter-American Research Service, a market research organization operating in Latin America, he spent over three hours a day on trains and subways.

After recuperating from an illness, he decided against going back to a commuter's life. A study convinced

him that the metalworking industry was both stable and expanding, and it appealed to his interest in machinery.

So he became a manufacturer's agent selling drawing compounds, rust proofing materials, buffs, buffering compounds, and other related products. Then came the tumbling barrel offer. This, in turn, led to a sales arrangement with the Norton Company of Worcester, where he took a concentrated course in the techniques and practical applications of barrel finishing. Connections were also made with a manufacturer of barrel finishing compounds.

As sales expanded, two salesmen were added and soon the organization was covering a large part of New England.

Gradually other products were dropped until eventually the organization dealt solely with products pertaining to barrel finishing.

Now it developed that there was a need for a job tumbling shop which could do barrel finishing for those plants with no equipment or with overflow work. But the logical place for such a plant was in the heart of industrial Connecticut rather than Greenwich. This meant finding a man to operate it who was not only an expert in the field, but was of managerial calibre, completely trustworthy and ultra-conscientious.

It took close to six months to find William A. (Bill) Biebel and to persuade him to leave a responsible job at Singer Manufacturing Company (after 15 years in service there) and to gamble on the future of a new undertaking. While this was taking place, a suitable location was leased in Meriden.

Trouble Comes In Threes

The going was pretty rough for the first six months. The two large organizations which were counted upon to give the shop immediate volume, failed to do so for one reason or another, so Bill donned his work clothes and did the tumbling when there was any work. When there was none, he put on good clothes and went out selling. Then came occasional flurries of work when both Bill and Morris were kept busy in the shop.

Gradually other people were hired, and by the spring of 1953, the Tumbling Division was a going concern.

In the meantime, the company, which was now known as Tumbling Sales & Service, had been pushing the sale of a high priced line of tumbling compounds and had been underwriting all the expense of introducing the line in New England. Just about the time that volume began to show signs of returning this investment, the manufacturer got into financial difficulties,

and other individuals took over control. In less than a week, the new management decided to sell direct and cancelled the sales contract with Tumbling Sales.

The superstition is that bad things always come in threes, and certainly it was true in this case.

Within three weeks, three more things happened. The tumbling barrel manufacturer served notice that he was discontinuing his own line of barrels and would build them exclusively for a large national organization. One of the lines of abrasive chips was withdrawn as Mr. Shipley would not agree to give up the Norton line. His best salesman quit to take a better paying job.

This left the organization with no line of equipment, no compounds, and an inadequate sales force. What remained was a young and struggling job shop and one line of abrasive chips, which would not support the company.

Then began Operation Boot-Strap.

Mr. Shipley resolved that they would never again be caught in such a precarious position and that the best way to insure that was to develop a complete line under the ESBEC trademark.

Light On The Horizon

With the help of Mr. Biebel, a chemical research organization, and a chemical blending company, they began a long, tedious period of compound development.

Now, only three years later, ESBEC Color Identified Barrel Finishing Compounds are sold from coast to coast, and sales records are being broken every quarter.

At the same time, the company was involved in the slow and painful development of a line of tumbling barrels and handling equipment. Arrangements were made with a fabricator to build the barrels to ESBEC designs and specifications. This seemed to work well until difficulty developed in getting machines made to ESBEC standards, plus limited capacity which resulted in slowness of delivery and skyrocketing costs.

The next step was to more than double floor space in Meriden and start actual manufacture of equipment.

In the Fall of 1955, the business was incorporated as The ESBEC Barrel Finishing Corporation with Mr. Shipley as president, and Mr. Biebel as vice president. Mr. Shipley is stationed at the company's home office in Byram, which is part of the Town of Greenwich, and handles finances, sales, and general management. Mr. Biebel has his office in Meriden and concentrates on manufacturing and development.

Employee Cooperation—Key to Success

The company now manufactures a complete line of ESBEC Barrel Finishing Equipment and Supplies.

From a one man sales force, it has grown to a manufacturing organization with distributors and sales representatives scattered from Boston to Los Angeles and with more being added as the proper type are found.

To a very large extent, the growth and success of the organization has been made possible by the loyalty and enthusiastic support of the individual employee. Each one seems to take a personal interest not only in his own work, but in the growth and success of the operation as a whole. No one sticks solely to his own job. If the manufacturing division needs an extra hand, one of the men from the tumbling division works there as long as he is needed. If a truck needs loading or unloading, those who can be spared, jump in and do it. But that is mere routine.

Real devotion to the interests of the company is highlighted by a few anecdotes.

A man in the tumbling division, living forty miles from the plant, realized as he ate Friday dinner at home that he had left a barrel running and that the customer's parts would be ruined if they ran until Monday morning. Without hesitation, he drove eighty miles to Meriden and back to shut off that barrel. No one found out about it until seven weeks later.

A welder came in one evening, when no one else was at the plant, to finish a job so the machine could be shipped by a deadline. This only came out

when he was asked how he was able to finish the job in time.

Another evening, a job shop customer needed some parts in a rush and telephoned the foreman of the tumbling division at his home. The foreman met the customer at the plant at ten o'clock at night and loaded the parts in a barrel so the customer could have finished parts first thing next morning.

These examples merely illustrate the attitude which permeates the entire organization.

Another factor contributing to success is a continuing program of employee training which is carried on in a rather informal manner.

In the job shop business, part-time help is often advantageous; often proves more intelligent than certain types of full-time help. ESBEC man-



Change lever of the B.A.R. R.fle. Barre finishing saved cost of 16 hand filers. Greatly reduced rejects.



Aluminum pinch clamps control the flow of blood in transfusions and intravenous injections. Barrel finishing produces absolutely burr-free edges (photo below) and prevents cutting of rubber tubes.

agement has been flattered by the number of such part-time employees who, after learning the operation, have been anxious to leave good jobs with large organizations and work for it full time. Some of its most valued employees were recruited from this group.

Another step is from the job shop to the sales force. Men who know the practical techniques of barrel finishing have a liking for meeting and mixing with people can usually sell rings around a salesman with little or no knowledge of methods. As far as is possible, therefore, the ESBEC sales staff is recruited from the Tumbling Division personnel. Cliff Carten is an example. Formerly in charge of Job Shop production, he is now handling southern Connecticut, and his expert knowledge of techniques proves invaluable to his customers. Joseph DeFazio who came to ESBEC from

(Continued on page 40)



Some 450 foremen of New Britain factories and fellow employees honor the city's largest company, The Stanley Works, at monthly supper meeting at local Y.M.C.A. Officials of the honored company headed by President John C. Cairns, occupy dais as a new attendance record is set for 30-year-old affair. Professor G. Herbert True of University of Notre Dame was guest speaker.

New Britain Foremen Honor The Stanley Works

■ SOME 450 men, most of whom were foremen in New Britain factories, crowded the gymnasium of the new Y.M.C.A. building the evening of March 13 to pay tribute to The Stanley Works, the city's largest single company. The occasion was the monthly Foremen's Night supper meeting and the attendance the largest in the thirty years during which such meetings have taken place. Seated on the dais were a score of Stanley Works officials headed by President John C. Cairns, and in the audience were more than 200 employees of the company, most of them foremen.

The speaker of the evening was G. Herbert True, assistant professor of Marketing at the University of Notre Dame, who discussed the problems and methods of the creative person. Supplementing him were Vice Presidents Henry V. Pelton, and Hoyt C. Pease, who discussed the activities and plans of The Stanley Works.

Mr. Pelton reviewed the expansional activities of the company which included the purchase of two companies in the last two years and stated that some \$6,000,000 had been earmarked for additional expansion. Mr. Pease outlined in some detail the problems that face not only The Stanley Works, but all American industry. He said in part:

"The last two or three years have been very competitive, both in respect to other domestic manufacturers and also from foreign manufacturers who

are importing and selling their goods in this country. Foreign competition can be particularly rough due to the fact that the average straight time hourly earnings in most of the European countries average somewhere between 40¢ and 50¢ an hour. Most of them have excellent equipment and machinery, coupled with a strong basic desire to build up their countries economically. With good quality and a break, as far as duty coming into this country is concerned, they are able to sell products to the consumer at a price close to 40% or 50% less than that of an American manufacturer.

"Over the past one hundred years, New Britain industry has hewed out an enviable reputation for itself and its products throughout the world. I would venture to say that it would not be difficult to find trademarks and products of companies here in New Britain in practically every country in the world.

"It is important that we maintain this position for these products for the continued economic health and growth of our city. As I see it, there are three ingredients to the formula that we must follow in order to attain this goal. The quality of our products must be tops. They must be produced so that they can be sold at a competitive price and at the same time, at a profit. We must have well developed and proved channels of distribution to enable us to get these products to the points where they will be purchased by those that will use them."

Mr. Pease pointed out that many of The Stanley Works products are manufactured for other companies for specialized use and must be made to definite specifications. They are, in effect, custom built. "To get new business of this type", he said, "our salesmen have to be engineers to the extent that they are able to see and understand our customers' problems, bring them back to the factory and our laboratories for study and recommendations, and then return with a solution that is better than that proposed by our competitors. And the price will probably have to be the same or lower than our competitors. Here, technical ability and sales engineering are the two major factors required for obtaining acceptance of our goods by the customer."

The second category of the company's products are used and purchased by the public in the many retail outlets throughout the country, among them hand tools, electric tools, drapery hardware and a regular line of builders hardware.

"Competition in the sale of these products", he said, has been very severe during the past five years and with the strong 'Do It Yourself' market over here, it has been a very tempting one for European manufacturers to try to participate in. Here quality and reputation are both of primary importance but without good merchandising and attractive packaging it would be very difficult today to obtain one's proper share of the market."

PARTNERS THREE

By J. ORMOND PHELAN, Guidance Director
Meriden High School

Sophomore students at Meriden High School are shown admiring a table beautifully set with International Silver products.



■ "THE CAREER Institute and Meet Meriden Industry programs function so smoothly at the Meriden High School that there are few surface indications of the thought and planning behind them. What seemed a daring conception when it was first introduced is now a matter of routine—but it will never be ordinary. The community holds the program in high esteem. There could be no better lesson in the value of cooperation between schools and the Community at large than the Career Institutes. They have become an indispensable institution."

The foregoing editorial comment of

the Meriden Journal is in a sense a community appraisal of the Career Institute and Meet Meriden Industry programs which were inaugurated seven years ago at the Meriden High School.

In January of 1952 the Meriden Career Institute program was first described in Connecticut Industry with the hope that the story of what was then being done in Meriden would be seriously considered by industrial and educational leaders in other communities throughout the state. This article is in the nature of a report of the achievement of the program since its inception.

Seven years is a long time for any program of activity to continue. For a program to exist that long in either the industrial or educational world, it means that it has long since survived the period of initial experimentation. Its survival carries with it a recognition that the basic reasons for its germination were psychologically sound and that the philosophy that perpetuates it is consistent with the highest type of industrial thinking and good educational planning.

(Continued on page 51)



Here an engraver from International demonstrates the art of hand engraving to the students.



On the stage of the school auditorium a metal spinning lathe was actually operated.

Do Employees Want a Shorter Work Week?

By Willford I. King, *Economist*

Committee for Constitutional Government Inc., New York

Editor's Note—Dr. King holds A.B. and LL.D. degrees from the University of Nebraska, and a Ph.D. from the University of Wisconsin. He has taught economics at the University of Wisconsin and was Professor of Economics, New York University; in charge of statistics in the School of Commerce and Graduate School of Business Administration from 1927 to 1945. He has also served as Associate Statistician, U. S. Public Health Service and as Economist, National Bureau of Economic Research. Among his many other assignments he has served as statistical adviser to the U. S. Public Health Service, the U. S. Bureau of Agricultural Economics and the U. S. Census Bureau. Author of hundreds of magazine and newspaper articles, he has also written a dozen books, a few of which are: *The National Income and Its Purchasing Power*, *The Causes of Economic Fluctuations* and *The Keys to Prosperity*.

■ DURING the recent campaign, Vice-President Nixon set out as a goal for labor the four-day work week. Walter Reuther immediately challenged him to pledge the Republican party to support such a shorter work week *with no reduction in pay*. The action of both Nixon and Reuther seemed to imply a belief that Government and labor unions acting either separately or together, have the power to raise the real earnings of the average working man.

No assumption could be further from the truth. Abundant statistical evidence proves that the total real pay of all wage workers combined is almost entirely dependent upon the size of the physical product which they help to turn out. Thus, in the manufacturing industry, the wage workers normally receive in wages about 40% of the value added by manufacture, and, in enterprises operated by corporations, their share of the total net value product approximates 77%. These percentages remain nearly the same whether Republicans or Democrats control the Government, and whether workers are mostly unorganized or unionized. So, if workers in general wish to get the same real pay for working 30 hours that they now receive for working 40 hours, they must produce as much in 30 hours as they do now in 40 hours.

Is it not probable that, if the work day were cut from 8 hours to 6 hours, the average worker's speed of action could be so increased as to turn out nearly as much product as before?

Far from it! Investigation shows that each person has his or her normal work tempo. Speeding up beyond this rate causes irritation and spoiled work. Investigation also proves that, in a day comprised of two four-hour shifts, the typical worker's fatigue is not sufficient to make production noticeably smaller in the last hour of a shift than in the first hour. Furthermore, some time is usually wasted both at the beginning and at the end of a shift. As a result, average production per hour is likely to be *lower* for a six-hour day than for an eight-hour day.

But reliable figures show that although, in the past century, the average weekly time on the job for factory workers has declined from 69 hours to 40.5 hours, their *real* average weekly earnings have been multiplied by 4.4. Why?

The answer is that amazing inventive genius, backed by huge investments made by thrifty people, has created marvelous machines operated by steam, or electricity, and that thereby the workingman's effectiveness has been more than quadrupled. And, since he tends to get an almost fixed fraction of the value product, when output is multiplied by four, so is his real pay.

As just noted, the average work week has, in the past century, dropped from 69 to 40.5 hours. Since productivity has been multiplied by 4.4, it follows that today's worker could by working only 16 hours per week, produce as much, earn as much, and live as well as did his prototype of a century ago.



DR. WILLFORD I. KING

Why does he now work 40.5 hours per week? Is this length of working time forced upon him by the employer? Not at all. He works 40.5 hours for just one primary reason—he prefers more goods to more leisure. If, for any reason, average hourly production, and hence pay, were to decline to the level of a century ago, it is almost certainly true that workers would insist on again working at least 69 hours per week.

Today's factory worker knows that, if he put in only 16 hours a week, he could not earn enough to pay for a choice collection of foods at all seasons, central heating in his home, fashionable clothes for his wife, an electric refrigerator, a television set, frequent attendance at the movies, an up-to-date automobile, and a fine vacation trip every summer. In order to secure these conveniences and luxuries, he chooses to work 40.5 hours per week.

Probably because their work is, as a rule, more unpleasant than that in manufacturing, coal miners have chosen to put in somewhat less time per week than do the factory workers, the work week of the former group averaging around 37 hours.

If, in the future, new inventions, more capital investment, and automation increase productiveness by one third, and hence real hourly pay by a like fraction, will the average factory worker prefer to retain his present scale of living and reduce his weekly work-

(Continued on page 44)

What Makes Them Tick?

(Your Employees. That is.)

Basically, the same hopes, the same incentives and goals that make us all tick. And high on their list is the desire for security—security for themselves and their families.

To say that your business profits depend directly on the skill and loyalty of your employees is the simple truth. And it is also true that it is becoming increasingly difficult to hire or hold top-notch employees unless you can offer them the Employee Benefits they expect and can obtain from most progressive companies.

Modern Group Insurance plans provide these benefits. And wide experience and unexcelled facilities for administering comprehensive Group Insurance plans combine to make THE TRAVELERS your logical choice.

Further, as a member of the MANUFACTURERS ASSOCIATION OF CONNECTICUT, you are in the fortunate position of being able to offer your key employees, through THE TRAVELERS, liberal Group Insurance benefits at unusually favorable rates.

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News Forum

This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.

♦ EMPLOYEES of The Platt Bros. & Co., Waterbury, and their families attended an open house held by the company recently at its new building. The new plant, which houses the firm's zinc rolling mill, replaces the old mill which was destroyed in the August 1955 flood.

Plans for the new building were started within a few days after the flood and within a few weeks construction began. Machinery and equipment housed in the rolling mill building were reconditioned and repaired during the construction of the building and the rolling mill is now operating at full capacity.

According to the company one of the chief factors which enabled Platt Bros. to face the situation and make the struggle to get back into business "was the wonderful help given it by local companies." Mentioned were Patent Button Company, Scovill Manufacturing Company and Somers Brass Company.

♦ JOHN W. WIBEL, former vice president and secretary, has been elected president of Gray Manufacturing Company, Hartford. Gray is one of the three largest manufacturers of dictating equipment and is engaged extensively in electronics. Mr. Wibel

succeeds Walter E. Ditmars, who resigned after serving the company as president and treasurer since 1938.

John F. McGovern, Jr. has been named vice president and treasurer. Mr. Wibel has been with the company for 12 years and Mr. McGovern, who was comptroller, has been with Gray for nine years.

Newland F. Smith was elected to the post of vice president and director of engineering and research and Lewis W. McKinney, vice president and secretary. Miss Frances Teller will continue to serve as assistant secretary and assistant treasurer.

♦ FRANK E. BEANE has been named vice president-finance by Underwood Corporation, according to an announcement by Fred M. Farwell, president.

The newly-created executive position is designed to provide coordinated control of all of the company's financial operations. Mr. Beane will work in the areas of management controls, financial interpretation and the general administration of corporate financial responsibilities.

Prior to joining Underwood in September 1956, as vice president and controller, Mr. Beane had been a partner in Fenner & Beane and had served as assistant to the president of



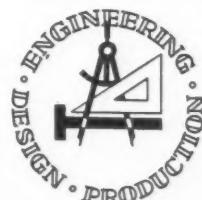
For installation and control of multiple zones on hot water heating systems. The Econo Products Company of East Haddam is now manufacturing this new line of electrically operated automatic heat control valves called "Zone-A-trol". By controlling the flow of water from a single circulator, these valves permit complete zoning of the system.

the General Chemical Division of Allied Chemical & Dye Corporation.

♦ THE APPOINTMENT of Charles E. Smith, Jr., as factory manager of Flexible Tubing Corporation, Guilford, has been announced by Frederick K. Daggett, company president. Mr. Smith will be responsible for the company's over-all manufacturing operations in its six divisions.

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But, CAN YOU SELL IT!

Analyses of business failures over the years establish the following three major contributing causes:

Inadequate Sales	50%
Competitive Weakness	20%
Receivables Difficulties	10%

Of course, some companies never die, they just fade away and the statistics are lost as to those companies that grind slowly to a halt, quietly pay off their creditors and steal off into the night.

Likely it is true, though, that 7 out of every 10 manufacturers just drift along, trading dollars in mediocrity, never really achieving success, simply because they fail to sell more of what they could make to more customers.

If your company has what it takes by way of plant and equipment, and you have the production know-how and technical skill, chances are you are interested in giving greater attention to selling.

This means selling
more to present customers
This means selling
more customers
This means selling
more profitable new products
This means selling
customers who pay their bills

The nutshell is to strengthen the ties of compatibility between the customers' needs and your abilities.

This entire area of customer-manufacturer compatibility is called Marketing and includes market research, new product design, sales promotion and advertising, sales analysis, sales training, distribution organization and that intuitive sense of timing responsible for sound sales policies and success.

If you are one who would emphasize Marketing, you are welcome to explore the matter fully for which purpose I will be pleased to be invited to call on you.

FEES are based on customary per diem professional rates.

Alternative deferred compensation will be considered where indicated by limitation of company earnings and working capital.

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A graduate of Massachusetts Institute of Technology, Mr. Smith was formerly with the Singer Manufacturing Company, Bridgeport. He is a member of the Society for the Advancement of Management, and was president of its Bridgeport chapter in 1956.

◆ J. WAKEMAN JENNINGS, JR., has been promoted to the post of controller of The Maxim Silencer Company, a wholly owned subsidiary of Emhart Mfg. Co., Hartford.

Mr. Jennings had been assistant controller at Maxim, which manufactures industrial silencing devices and water distillation units at its plant in Hartford.

◆ THE RUSSWIN SCHOOL of Finishing Hardware of the Russell & Erwin Division, The American Hardware Corporation, New Britain, concluded a six-week course for representatives of large distributor firms in the United States at the company's office building recently. The course was attended by eleven distributor representatives and three company employees.

The students completed 240 hours of training in the classroom and in the numerous departments of the plant. Used in connection with the course was the Russwin Sales Training Manual, compiled and edited by W. J. Ziegenhein, vice president in charge of sales, and R. O. Miller, instructor of the school.

◆ THE DEVELOPMENT of the first industrial lift truck LP-Gas conversion kit which bears Underwriters' Laboratories listing for "approval by report" of a field installation, has been announced by the Yale & Towne Manufacturing Co., Stamford.

This advancement in the use of liquefied petroleum gas as an industrial truck fuel was the result of a cooperative effort between the UL laboratories and the Yale engineering department. Its development means that the majority of Yale gasoline powered trucks currently in use may now be converted to LP-Gas by the user with a procedure and component parts which meet the stringent UL requirements for safety in operation.

◆ GLENN P. BAKKEN, executive vice president and a director of Chase Brass & Copper Co., Waterbury, has been elected to the presidency of the firm. Announcement of the election was made by Charles R. Cox, president of Kennecott Copper Corp., parent concern of Chase. Mr. Bakken succeeds Richard C. Diehl, who has resigned.

Mr. Bakken joined Chase in 1955

as executive vice president. A native of Minneapolis, he was graduated from the University of Minnesota. He was associated with the Aluminum Corp. of America in Lafayette, Indiana from 1942 to 1946, joining the Reynolds Metals Co. in 1946. He held various executive positions with Reynolds, serving as manager of the plant in Phoenix, Arizona before joining Chase.

◆ THE PURCHASE of Lyndon Aircraft, Inc., Newark, New Jersey, by Scovill Mfg. Co., Waterbury, has been announced.

Mark L. Sperry 2nd, executive vice president of Scovill, stated that the acquisition will make it possible for Scovill to expand as a supplier to the aircraft industry and is in line with the company's policy of diversification. The Lyndon company will be operated as a subsidiary.

The New Jersey firm is engaged primarily in research, design, development and production of aircraft and missile airborne equipment.

◆ ELECTION of Bartow L. Heminway, Watertown, as president of the Heminway Corp., Waterbury, has been announced.

Mr. Heminway, who has been associated with the firm since 1921, fills the vacancy created by the recent death of his brother, Merrit Heminway. Harry H. Heminway was re-elected chairman of the board. Others elected were: J. Paul Whitehead, vice president of Printing Division; Martin J. McPike, vice president of Box Division; Carolyn E. Beardsley, secretary, Patrick T. McSherry, treasurer.

◆ GLIDDEN S. DOMAN was elected president and a director of Doman Helicopters, Inc., Danbury, at a recent meeting of stockholders. Mr. Doman, who is heading the helicopter firm for the second time, succeeds Donald S. Waters, who resigned after serving as president since October 1, 1954. Mr. Doman was president of the company from August 1945 until Mr. Waters took over in order that he could concentrate his efforts on engineering.

◆ JOHN E. CASKEY, who has retired as vice president of United States Rubber Company and general manager of its Naugatuck Chemical division, was honored recently at a testimonial dinner.

Mr. Caskey began his career as a technical trainee for Naugatuck Chemical in 1915. In 1929 he became a chemist in the aniline department and three years later was named assistant to J. P. Coe, then assistant factory manager. Subsequently he became

factory manager, assistant general manager of the chemical division, and in 1953 general manager of the division and a vice president of the rubber company.

George R. Vila has been elected to succeed Mr. Caskey in both posts. He was formerly assistant general manager of Naugatuck Chemical. He joined the company in 1936 and was appointed a salesman in the rubber chemicals research and development department in 1942, and the following year was named synthetic rubber research manager for the division. He later became assistant manager of research and development, manager of general product sales, general sales manager, and in 1953 was made assistant general manager.

♦ OUT-OF-STATE vacation visitors dropped more than \$74 million into Connecticut cash registers during some 68 days of the summer vacation of 1956, according to a survey recently completed by the Connecticut Development Commission under the direction of Dr. Charles E. Lee, assistant professor of marketing, University of Connecticut, School of Business Administration.

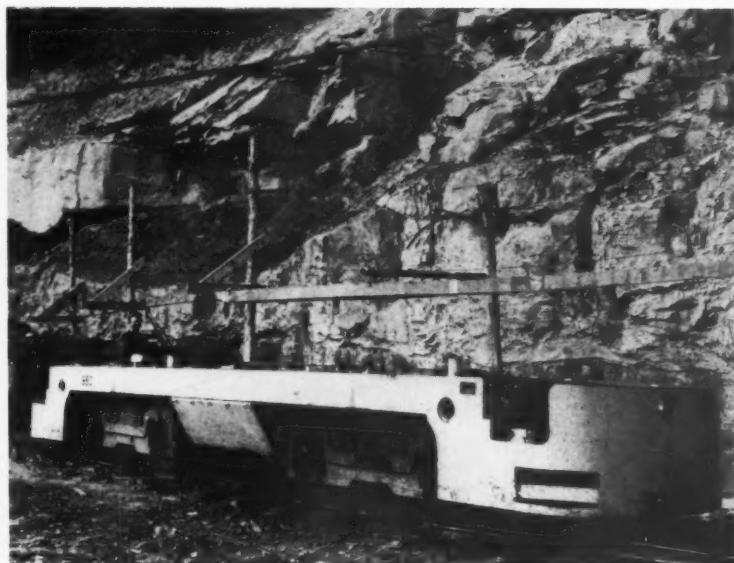
The survey, made with the assistance of the State Police and the State Highway Departments, who had crews of trained interviewers stop and question all cars with out-of-state markers leaving the state, does not include the money spent by visitors to the state who entered by bus, train or plane, or by Connecticut residents who spent their vacations within the state.

Although an important source of income, the vacation business income is insignificant by comparison with the approximately \$4 billion of income brought into the state through the purchase of Connecticut manufactured products. Nearly \$2 billion of this income is paid to over 400,000 employees of Connecticut industrial plants, with the remainder being spent for goods and services purchased by the plants both in and outside the state and for local state and federal taxes, and for dividends to stockholders, with the remainder being put into reserve for future research and expansion.

♦ DIRECTORS of Becton, Dickinson and Company elected Morgan Parker chairman of the board at the annual meeting in the East Rutherford, N. J. plant of the medical and surgical instrument manufacturing firm.

Mr. Parker, founder and president of Bard-Parker, Inc., Danbury, retains the presidency of that firm, which recently became a Becton, Dickinson and Company affiliate. Mr. Parker also is co-founder and president of Parker,

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White & Heyl, Inc., producers and distributors of germicides. He developed the Bard-Parker surgical knife and originated the first chemical sterilizing solution for surgical instruments.

◆ EVAN J. PARKER, president of the American Hardware Corporation, New Britain, manufacturer of locks and builders' hardware, announced the creation of a new product engineering department with Thomas F. McNulty as director.

Activities of the department will include a number of duties previously performed by the product research and development department in the preparation of production drawings and specifications and certain liaison work with the sales organizations. The development and research phases of the operation will continue as a responsibility of the product research and development department under Nicholas A. Welch, director.

◆ THE APPOINTMENT of the Machinery Engineering & Sales Co., of Providence, R. I. as its representative has been announced by The Hartford Special Machinery Co., Hartford.

Representing the complete Hartford Special line of machines, components and accessories, the sales company will serve New England.

◆ VALENTINE B. CHAMBERLAIN, JR. has been appointed sales manager of the Stanley Chemical Company, a subsidiary of The Stanley Works, located in East Berlin, succeeding Arthur B. Sherry, who resigned.

Mr. Chamberlain, who joined The Stanley Works in 1941, has been assistant sales manager in charge of national accounts. He had been a sales representative of Stanley Chemical for ten years.

◆ THREE organizational changes in The Connecticut Light and Power Company's industrial sales department have been announced by A. M. Wade, sales vice president.

Kenneth L. Henry, an industrial sales engineer in CL&P's Meriden district has been appointed industrial sales engineer in the Waterbury district.

Ralph O. Smith, an industrial sales engineer in the Essex district has been named to succeed Mr. Henry in Meriden.

Frederick W. Riggs, Jr., an industrial sales engineer in the Northern division, succeeds Mr. Smith in Essex.

◆ A NEW Interval Timer, Type 271, just announced by Cramer Controls Corporation, is said to incorporate many effective design and operational

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& Lithographing Machinery
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Industry

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MACHINES

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"SUPER-SPACERS"

AIR HYDRAULIC DRILL UNITS

GENERAL CONTRACT MACHINE WORK

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HARTFORD 12, CONNECTICUT



Breeze Conditioning

Here is Nature's own temperature-control equipment in operation—the natural way of cooling by evaporation of moisture on the skin. The more rapid the evaporation, the cooler the skin becomes.



IT TAKES A BREEZE TO KEEP YOU COOL!

A short ride in your car on a blistering hot afternoon will quickly convince you that it takes a breeze to keep you cool. The minute the car starts, you feel cooler . . . even though there has been no change in temperature. When the principle of air cooling is applied inside a building it is known as BREEZE CONDITIONING.

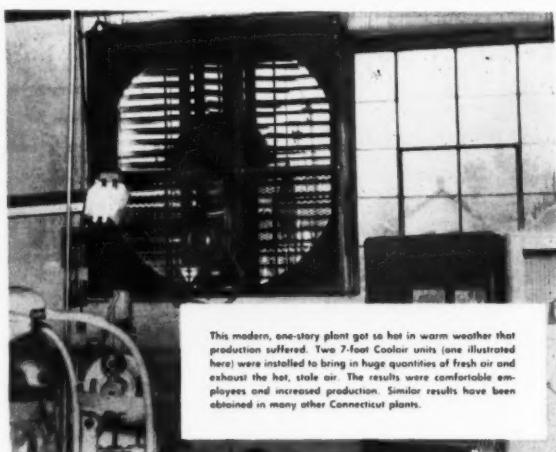
COOLAIR BREEZE CONDITIONING

- will eliminate hot, stale air from your plant
- will bring in *fresh, cool outside air*
- will create a pleasant, healthful, cooling breeze throughout your plant.

STOPS SUMMER SHUT-DOWNS • ELIMINATES COMPLAINTS • REDUCES ABSENTEEISM • INCREASES PRODUCTION • IMPROVES EMPLOYEE MORALE



No Plant or Department,
Breeze Conditioned
by Coolair, has
ever shut down as much
as one hour
due to summer heat!



This modern, one-story plant got so hot in warm weather that production suffered. Two 7-foot Coolair units (one illustrated here) were installed to bring in huge quantities of fresh air and exhaust the hot, stale air. The results were comfortable employees and increased production. Similar results have been obtained in many other Connecticut plants.

COOLAIR EQUIPMENT IN A CONNECTICUT PLANT

MANUFACTURER'S REPRESENTATIVE

THE S. L. COOKE COMPANY
BRANFORD, CONN.

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Call or write for an engineered layout of your plant or department. No cost or obligation.

Connecticut references on request.

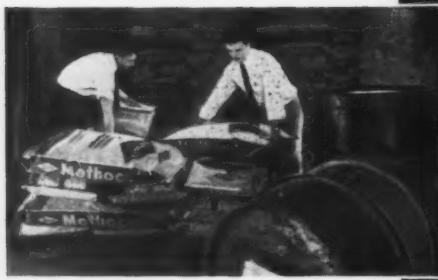
AMERICAN COOLAIR CORPORATION

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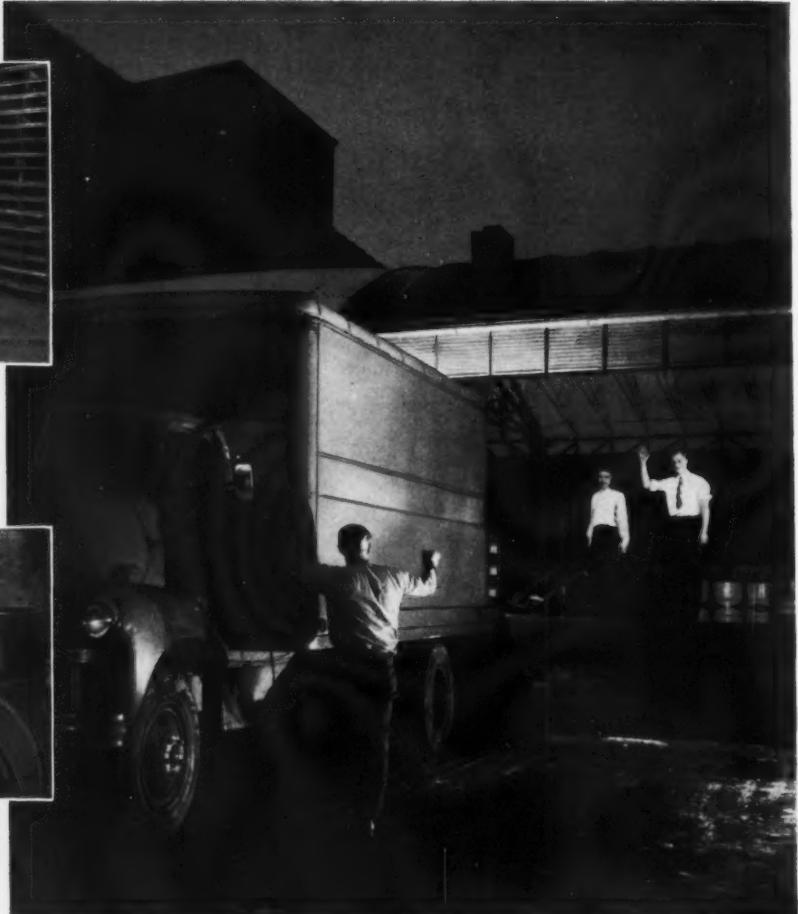
Leading Manufacturers Since 1928 — Charter Members Power Fan Manufacturers Association and Air Moving and Conditioning Association, Inc.



INVENTORY ERROR threatens to halt production at the plant of a large manufacturer in Wisconsin. Unless supplies of two critically needed chemicals are delivered by early evening the second shift will have to be sent home. A long distance call is put through to Merchants' Milwaukee office.



MERCHANTS' WAREHOUSE has been closed for half an hour when the call comes in, but two of the Merchants sales staff volunteer to stay late to help meet the emergency. They load sixty bags and two drums of chemicals onto trucks and flats, ready for pick-up.



AT 8:00 P.M. MANUFACTURER'S TRUCK ARRIVES, is loaded quickly, takes off for a fast return trip. Dinner was late that night for the two Merchants men, but they had been able to help a customer out of a tight spot. That kind of customer service is a tradition at Merchants Chemical.

THEY WERE READY TO SEND THE SECOND SHIFT HOME, UNTIL... Merchants' Service solved critical supply problem

A distributor, chemical or otherwise, sells service. At Merchants Chemical, service may take the form of emergency accommodation, as in the example cited above; or it may mean experienced technical advice, or special repackaging to help meet a particular production problem. Whatever your need, you'll find that

each Merchants office is ready to give your order the special attention it deserves. Merchants serves you from sales offices and stock points across the country. Products offered include acids, alkalis, fungicides, surfactants, chlorinated solvents, emulsifiers, laundry compounds, soaps, dry ice and chemical specialties.



MERCHANTS CHEMICAL COMPANY, INC.

60 East 42nd Street, New York 17, N. Y.

SALES OFFICES AND WAREHOUSES: Chicago • Cincinnati • Columbus • Denver • Louisville • Milwaukee • Minneapolis • New York • Omaha

STOCK POINTS: Albuquerque, N. M. • Erwin, Tenn. • S. Norwalk, Conn.

innovations. A durable, molded bakelite case houses one or two SPDT or SPST open blade switches rated at 30 amps, 115v AC resistive and 1/3 h.p. at 115v. AC.

The permanent magnet synchronous motor drives precision cut cams which actuate the 30 amp switches at full scale intervals ranging in duration from 45 sec. to 6 days.

♦ A NEW FOUR PAGE circular (Form 591) that describes in detail the various types of Wiremold Flexible Air Duct used for air conditioning, fume and dust exhaust, and corrosive fumes, is now available from The Wiremold Company, Hartford.

Actual in-service photographs illustrate product versatility, and qualified sales engineers representing the Air Duct Division of The Wiremold Company in the U. S. and Canada are listed for handy reference.

♦ SOPHOMORE STUDENTS at Meriden High School recently saw a dramatic portrayal of the many stages in the manufacture and marketing of silver tableware. Presented by personnel of The International Silver Company, this "live" presentation of the workings of industry is part of the school curriculum.

On the stage of the school auditorium a metal spinning lathe was actually operated, and an engraver from International demonstrated the art of hand engraving to the students.

Robert Cooke of International's sales force talked about the selling and merchandising program of the company and analyzed the job of a salesman. A movie, "Beauty that Lives Forever," told of the manufacture of sterling flatware.

♦ FOLLOWING what is becoming a trend with business leaders throughout the country, Tracy S. Nabstedt, vice president and general manager of the Snow-Nabstedt Gear Corporation, is attending the Advanced Management Program at the Harvard Graduate School of Business Administration. One of the best of its type, this course concentrates upon such business essentials as executive training, personnel administration, finance and manufacturing controls in the numerous and varied ramifications.

During Mr. Nabstedt's three-month absence Douglas M. Pierpont, Sr., executive vice president, will head the company's operations in the manufacture of marine and industrial transmissions.

♦ AS A CUSTOMER of commercial airlines in 1956, United Aircraft Corporation spent more than \$1,775,364,

according to William P. Gwinn, president. The sum covered air passenger travel, air freight, air express, air mail, and air parcel post.

Air passenger travel by the corporation, its three divisions, and its subsidiaries, amounted to \$1,153,429 while an additional \$529,241 was spent on air freight and air express. The corporation paid \$92,694 for air mail and air parcel post service.

♦ EXPANSION of the plastic prototype model division and the vacuum forming facilities of the Amston Plastic Engineering Company of Amston, have been announced by Fred A. Patten, president.

The Amston Plastic Engineering Company specializes in producing three dimensional plastic prototype working models, vacuum formed parts, and production runs of plastic fabricated parts.

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STEEL**

**has it
for you**

Stanley Cold Rolled Carbon Strip Steel is produced with many types of edge. We can give you exactly the right kind for your needs. When you order specify the edge you want from those listed here.

TYPES OF EDGES

No. 1 Edge is a prepared edge of a specified contour which is produced when a very accurate width is required, or when an edge finish suitable for electro-plating is required, or both.

No. 2 Edge is a natural mill edge carried through the cold rolling from the hot rolled strip without additional processing of the edge.

No. 3 Edge is an approximately square edge produced by slitting.

No. 4 Edge is a rounded edge produced by edge rolling either the natural edge of hot rolled strip or slit edge strip.

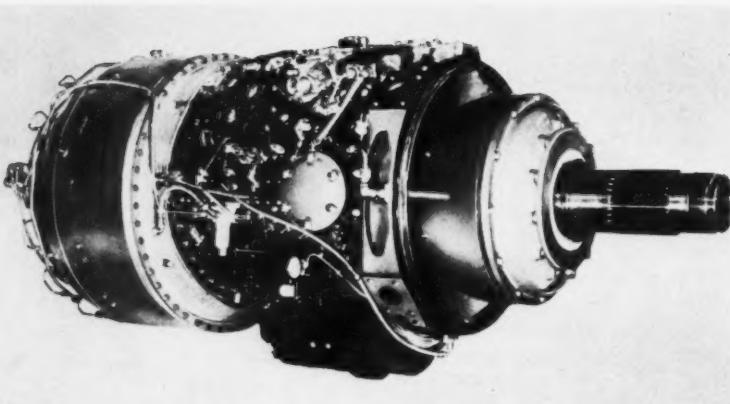
No. 5 Edge is an approximately square edge produced by rolling or filing of a slit edge to remove burr.

Applicable width tolerances are shown in tables on pages 33 and 34 of the new Stanley Steel Handbook.

Write on your letterhead for a copy of the new Stanley Steel Handbook. It is packed with information and tables relative to the manufacture and use of low and high carbon strip steel, and includes the A.I.S.I. Manual.

Stanley Steel, Division of The Stanley Works, 835 Burritt Street, New Britain, Connecticut.

STANLEY



The Lycoming T55 in turboprop version. Said to be the most powerful free power-turbine ever developed in America, the T55 has just been announced by the Lycoming Division of Avco Manufacturing Corp., Stratford. The T55, with slight modification, can be adapted for marine and industrial as well as helicopter and turboprop applications.

♦ TELEPHONE construction hit a new peak of \$49 million in 1956, while the number of phones gained was second highest on record, according to The Southern New England Telephone Company's annual report to stockholders.

Reported among significant service improvements of the year was the introduction of direct distance dialing in the Hartford area in June and in the Stamford-Norwalk area in September.

♦ W. RONALD MORSE, executive vice president and director of The Stanley Works, New Britain, has retired from his positions with the company.

Mr. Morse was appointed to the board of directors in 1950 and was named executive vice president on March 28, 1951. He had been vice president of the company's hardware division since 1949.

During World War I Mr. Morse served in France with the U. S. Army as a captain with the 301st Engineers. He first joined Stanley in 1919 as master mechanic for the hot mills and open hearth furnaces of the steel division. From 1921 to 1928 he was secretary of the Mohawk Mfg. Co.,

Middletown. Since 1928, when he rejoined The Stanley Works as assistant mechanical superintendent, his services with the company has been continuous.

♦ A FOUR-PAGE, two color folder describing the new S-N Model 5201 Reversing Transmission is now available from the Snow-Nabstedt Gear Corp., Hamden. The booklet is designed to assist engineers and others who have a need for small, single unit for industrial equipment combining forward, neutral, reverse and speed reduction, transmitting up to 28 HP and reversing under full load. Material is presented in a simplified form, describing the advantages of the unit, which eliminates separate reduction gear, reverse unit, clutch and mounting brackets.

Specification data is included covering power rating curves, torque capacity, reduction ratio and general dimensions.

♦ CONTINENTAL WIRE CORP., Wallingford, manufacturers of insulated wire and cable has offered a new idea in wire making. Now manufacturers of electrical and electronic equipment can have their wiring identified

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FASTER! EASIER! CHEAPER!

TO INSTALL... Unlimited convenience outlets in a continuous run — for homes, offices, factories, schools, hospitals, hotels — any building, new or old!

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with their own name or product name, model number, or any other indication of type or use as required.

Continental "individualized" wire is already being used by a number of leading companies in various applications, both electrical and electronic.

◆ HARRY D. HALL, a manufacturing executive with New Departure Division of General Motors Corporation in Bristol for many years, was recently promoted to the position of director of the process development section on the staff of GM Vice President R. M. Critchfield in Detroit.

A graduate of New Britain High School and the General Motors Institute in Flint, Michigan, Mr. Hall joined New Departure in 1941. He spent many years at the GM Division's Meriden plant and later transferred to Bristol where he was functioning as the plant master mechanic when named to the GM Technical Center in Warren, Michigan.

Mr. Hall was, while attending Connecticut elementary schools and New Britain High School, a prominent competitor in the annual GM Fisher Body Craftsman's Guild. He won several Connecticut awards, the New England regional championship on one occasion and, in 1936, designed a stage coach that earned for him national runner-up honors in the annual contest.

◆ A SPECIAL SERIES of motors, designed particularly for hydraulic pumps, has been developed by U. S. Electrical Motors, Inc., with plants in Milford, Connecticut and Los Angeles, California. These motors, available in drip-proof, totally-enclosed, and explosion-proof designs, incorporate a face type registered bracket for mounting the pump on the motor.

This method of coupling is said to provide many advantages: Separate base plates or platforms for mounting the pump are eliminated; a shorter, more compact package is achieved; built-in alignment of the pump to motor is insured; and installation time is greatly reduced. The design of the bracket permits easy access to the motor shaft, coupling and pump mounting bolts.

◆ THE APPOINTMENT of Bernard Levine as a vice president of Norden-Ketay Corporation, Stamford, was announced recently by Perry R. Roehm, president.

Mr. Levine received his Master of Electrical Engineering Degree from New York University and his Bachelor of Electrical Engineering from Cooper Union College. He joined Norden-Ketay in 1945 after working briefly for the Bendix Corporation. In 1948

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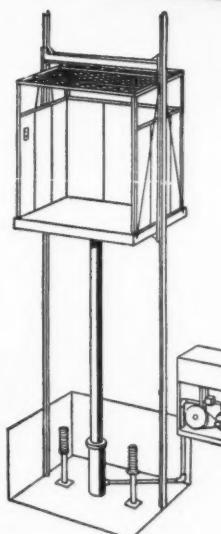
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OLD ELEVATORS
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Convert old overhead electrics
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into new type elevators

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Equipment by Rotary Lift Co.

This modern elevator conversion plan utilizes equipment made by Rotary Lift Co. It can be used effectively on old overhead electric machines, hand pull-rope elevators or straight water hydraulics—where the service does not exceed four floors. Call us and our engineers will survey your equipment and submit their recommendations.

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of Drill Bushings**

for immediate delivery
and snappy service
on specials

over 5200
sizes

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Leading
Specialists

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DRILL BUSHING CO.

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SOUTH WINDHAM, CONN.

Mr. Levine was granted a six months leave of absence to complete a special assignment for the Atomic Energy Commission. He has done extensive research with precision instruments and holds many patents in the synchro and servo motor field.

◆ MACRAE H. CURTIS, vice president of the Charles Parker Company, Meriden, has been elected president of the Connecticut Branch of the National Metal Trades Association.

Mr. Curtis is a member of the Meriden Manufacturers Association, Chamber of Commerce, the Curtis Home and Rotary Club. He is also a trustee of the Meriden Savings Bank, a past president of the Community Fund and a former police commissioner.

The Connecticut Branch of the National Metal Trades Association embraces some 100 industrial firms in the state, servicing them on all phases of management controls and industrial relations.

◆ THE STANLEY WORLD, employee publication of The Stanley Works of New Britain, one of the oldest employee publications in the nation, has taken on a "new look." Long known in trade publication circles as a pocket-size magazine of 72 to 96 pages, the World now has a 8½" by 11" format.

Ken Tuttle, veteran editor of the publication, said that the change will not alter the magazine's basic approach to its coverage of employees' activities, but will broaden its approach to feature articles having to do with company activities, products, etc.

The Stanley World was first issued as a mimeograph sheet in 1917 and sent to employees who were with the armed forces on the Mexican border. Later it became a regular 12-page magazine 7½" by 10". Mr. Tuttle became editor in 1940 and seven years later the magazine became pocket-size.

◆ A NEW SERIES of miniature aircraft type 4PDT relays, with a sealed coil within the hermetically sealed case and a completely inorganic, simplified switch to provide utmost reliability in dry circuit applications, has been developed by The Hart Manufacturing Company, Hartford.

Designated "Diamond H" Series S Relays, the new devices can be stored indefinitely and operated at temperatures from -65° to -125° without danger of contaminating the contacts and thereby causing malfunctioning. The coils are separately sealed and completely isolated from the switch whose contacts are specially cleaned before assembly and final hermetic seal-

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From one lb. to
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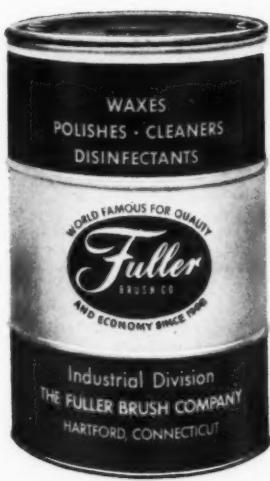
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Liquid Synthetic Detergent

Fullclean brings you important labor savings. Just one application strips away the dirt and grime. Just one rinsing and the solution disappears completely and instantly.

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MORE ECONOMICAL FULLER FLOOR CLEANING AIDS

FLOOR BRUSHES	WET MOPS	BROOMS	DRY MOPS
Made of variety of materials, including bristle mixtures, horsehair and fiber, all fiber, or synthetic. Widths from 12" to 36".	Made of cotton spun to our specifications. 4, 9 and 30 ply yarn. 12 to 32 ounce weights.	Outwear ordinary brooms 6 to 1. Durable fiber encased in a steel shell and riveted to hardwood handle.	Dust hungry cotton yarn securely stitched to pre-shrunk canvas back. Fully launderable. Widths from 12" to 48".

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General Electric's new **ZONE-BY-ZONE** method makes

AIR CONDITIONING FOR INDUSTRY

more efficient, more economical to install,
to operate, to maintain



NO INSTALLATION PROBLEM!

No more shutdowns or extensive alterations when you install air conditioning! General Electric's Zone-by-Zone idea of Air Conditioning makes it possible to install units without serious work interruption. No heavy initial outlay, either. You can install step-by-step, a zone at a time—expand as your budget and convenience permit.



NO SPACE PROBLEM!

No matter how pressed you may be for space, compact General Electric Air Conditioning Units present no problem. Ceiling-mounted models available for areas where there is no floor space to spare. They take no floor space! Floor-mounted units may be stationed away from zones being served.

One Source! One Responsibility! One Low Cost!



NO WASTED COOLING!

Each General Electric Unit is individually controlled—and that means no wasted cooling. You control your air conditioning same way you control electric lighting. No need to cool a whole plant if only a section is in use.



NO MAINTENANCE PROBLEM!

These compact units are self-contained. Cooling system sealed by flame to keep dirt and moisture out, vital refrigerant and oil in. Each unit operates independently—no remote parts to cause maintenance problems. Each unit carries General Electric's unsurpassed 5-year warranty covering parts and labor against repair and replacement bills on the vital sealed cooling system.

2 GREAT TYPES TO CHOOSE FROM



1. CEILING-MOUNTED UNITS. Completely self-contained, take no floor space. Air-cooled or water-cooled.



2. FLOOR-MOUNTED UNITS. Smartly streamlined, quiet, durable and trouble-free. Can be stationed in space or out of space.

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ing of the outside case. The complete assembly displaces only 1.6 cubic inches.

♦ THE RESIGNATION of Thomas Ball Jr., as president and general manager of the Revere Corporation of Wallingford and as a director of the Neptune Meter Company, has been announced.

Walter Sieger, general sales manager of the petroleum and industrial meter divisions of Neptune, parent company of Revere, has been named president. He has been associated with Neptune for 24 years and has had extensive experience in the engineering, manufacturing and sales departments of the company.

♦ W. WILFRED GROVES, who for the past five years has served as director of industrial engineering for Yale & Towne's Yale lock and hardware division, has been advanced to the newly created post of general manager of manufacturing, it has been announced by Leo J. Pantas, vice president and general manager of the division.

In his new position Mr. Groves will be responsible for all divisional manufacturing operations and also will continue to direct the division's industrial engineering functions and purchasing.

♦ NEW DEPARTURE Division of General Motors Corporation, top producer of ball bearings in the world, is credited with another "new departure"—a sealed, transparent container, made of plastic, in which it is packaging its precision products for delivery to machine tool and aircraft industries.

Pointing out that the precision machine is no better than the bearings that support its rotating parts, Paul W. Rhame, New Departure's general manager, explains that the new ball bearing containers provide protection from dirt, from needless handling and exposure before mounting. The plastic packages are available for the distribution of a wide range of ABEC 5, 7 and New Departure 9 specification bearings.

♦ NEW FACILITIES for bonding rubber to metal to eliminate tensions normally encountered with movable components have been announced by H. O. Canfield Company, Bridgeport.

According to E. W. Howard, vice president in charge of sales, the new process enables the company to offer its customers the method which will reflect cost reduction and time savings by eliminating the assembling of metal components to rubber parts in the production line.

The company also produces belts, bumpers, caps, cushions, crutch tips, dial gaskets, feed rolls, grommets, in-

sulators, mast mountings, motor mounts and pads, suction cups, valves and vibration mountings.

♦ CONTROLLING INTEREST in Shore Line Industries, Inc., has been purchased by the Portco Corporation of Portland, Oregon, manufacturers and West Coast distributors of paper and plastic bags, covers and lines, cord and twine, wood products, and plastic pipe. The announcement was made by Forrest B. Stannard, president of the Clinton Company.

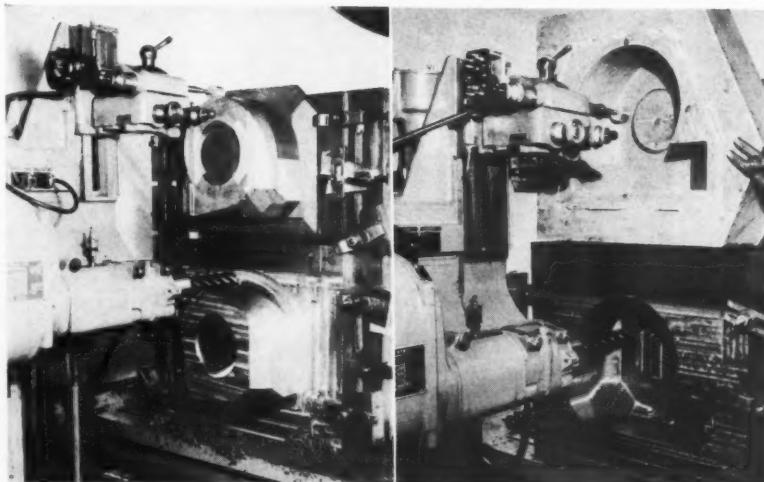
Shore Line, extruders, printers and

converters of plastic bags, tubing and other specialties, will function as a subsidiary of Portco. No change is planned in Shore Line's personnel or operating policies.

♦ THE NAME of the Waterbury Tool Division, Vickers, Inc., has been changed to Vickers, Inc., Waterbury Plant, due to a continuing decentralization program of the parent company.

Several personnel shifts have also been made, including that of General Manager Merrill A. Hayden, who will head up the new Machinery Hydraulics

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Plastic mold, force and cavity, being milled at Connecticut Kellering.

Connecticut's only plant devoted exclusively to Kellering offers Tracer Controlled Milling, *quality controlled* from start to finish by men who have built, serviced, and operated Keller machines for many years.

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Two and three dimensional milling

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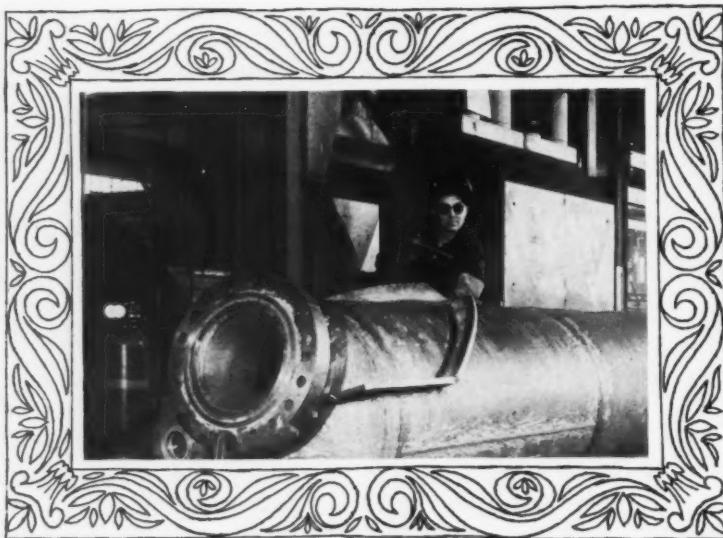
Division, with offices in Detroit. Thomas O. Brown will be in charge of the manufacturing operation in Waterbury as plant manager. Granville M. Darsch will serve as operations manager for the Marine and Ordnance Department, which will continue in Waterbury, and will also continue as controller of the local operation. Milton Shapiro will relocate at Detroit as market research manager of the Machinery Hydraulics Division.

◆ R. O. KENNEDY, JR. has been appointed sales manager of the Air

Impeller Division of the Torrington Mfg. Co., Torrington, producer of fans, blower wheels and blower units. Mr. Kennedy will be responsible primarily for sales planning and development in the Air Impeller Division.

He had been executive vice president of Allen D. Cardwell Electronics Productions Corp., after three years as a management consultant.

◆ JOHN A. ROBERTSHAW, JR., has been elected a vice president of Robertshaw-Fulton Controls Co., of which Bridgeport Thermostat Co. is a division.



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Mr. Robertshaw, a grandson of one of the founders, has been associated with the company since his school days. He has been in charge of foreign operations since 1952 and was made an assistant vice president in 1954.

◆ THE CONNECTICUT CLOCK and watch industry is moving for more active representation in the nation's capital, with the transfer from the transfer from New Haven to Washington, D.C. of the general offices of the Clock & Watch Manufacturers Association of America, Inc.

At the association's recent annual election of officers, C. E. Somers of Watertown was re-elected president of the group and Dudley S. Ingraham, vice chairman, E. Ingraham Co., Bristol, was named vice president. Secretary-treasurer is Philip S. Horwich.

The association is composed of all major American producers of mechanical and electrical clocks, timing devices and non-jeweled watches.

◆ AT THE ANNUAL MEETING of Wauregan Mills, Inc., J. A. Atwood III was elected president and treasurer of the company succeeding Gordon Harrower who became chairman of the board of directors.

Mr. Harrower has been associated with the company for 37 years and has held the office of treasurer since 1932 and the office of president since 1949. Mr. Atwood joined the mill in 1948 and was formerly secretary and assistant treasurer.

◆ H. PERRY SMITH, formerly manager of the general research laboratory of Underwood Corp., Hartford, has joined Associated Spring Corp., Bristol, as assistant director of research, according to an announcement by Walter E. Froehlich, vice president.

Mr. Smith will be located at the corporation's new research center in Bristol where he will be directly in charge of setting up facilities for an expanded program of research and product development which Associated Spring has recently inaugurated.

◆ JOHN W. FIELD has been elected president of the Warner Bros. Company, Bridgeport, succeeding his father, John Field, who becomes chairman of the board.

Henry P. Coogan, merchandising manager, and H. Sumner Farwell, were elected vice presidents.

The elder Mr. Field joined the company in 1911 as personal secretary to the late DeVer H. Warner, assuming the presidency in 1929. He is a graduate of Yale University.

John W. Field, newly elected president, came to the company in 1946

after having served as an editor and war correspondent for Life magazine, to assume responsibility of Warner's advertising program. He was elected assistant treasurer in 1947, became a member of the board of directors in 1948 and was elected treasurer in 1951.

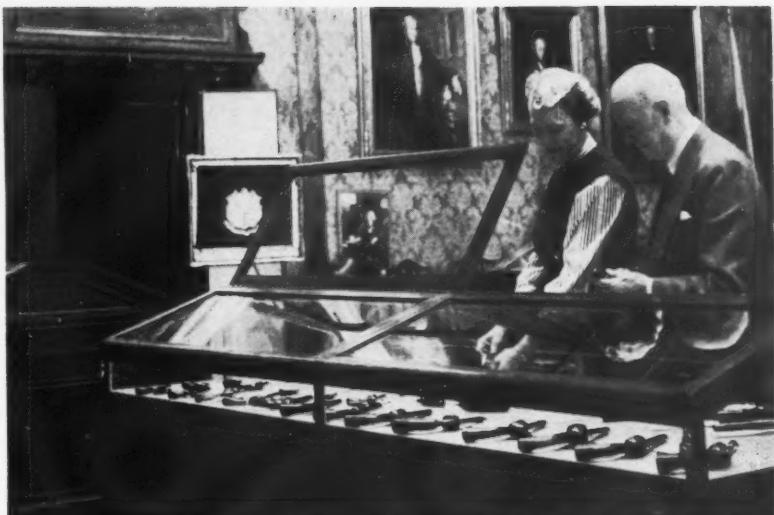
♦ H. HENRY MARTENS has been named general sales manager of Stanley-Judd, Wallingford, a division of the Stanley Works, New Britain.

Stanley-Judd is a producer of drapery hardware and bright wire goods for the decorator and hardware trades.

Before joining Stanley Mr. Marten was vice president of Procto Electric Company, Philadelphia. Previously he was associated with National Enameling and Stamping Co., Inc., Milwaukee, Wisconsin, as general sales manager.

♦ GEORGE F. McDONOUGH, vice president in charge of industrial relations at Pratt and Whitney Co., Inc., West Hartford, has been named to the State Board of Mediation and Arbitration by Governor Ribicoff.

Mr. McDonough will serve until April, 1963 under the present appointment. He succeeds Warren L. Mottram, vice president, Wallace Silversmiths, Inc., Wallingford.



Orderly placement of historical firearms of the Colt Collection in display cabinet is the task of Mrs. Arlene G. Maver, curator of the State Library's Museum, and Charles H. Coles, curator of the Colt Collection. The world-famous collection of firearms, letters and documents was presented to the state recently by the Pratt and Whitney Company Foundation.

♦ TWO NEW DESIGNS in the Pacemaker builder's hardware line of pre-assembled sets have been introduced by The Harloc Products Corporation, West Haven. They have been named the Andover and Oxford. The third design in the series is the Shelton-

Windsor. All three designs include key-in-knob entry sets, passage sets for interior doors, and push-button-in-knob privacy sets for bath, bedroom and patio doors.

All pacemaker designs are said to have the following common features:

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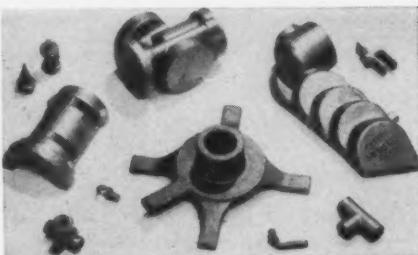
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no die cast parts, precision made latches, 5-pin tumbler locks on entry sets; completely reversible for opposite swing doors, full floating roll-backs that automatically compensate for misalignment in boring, continuous lip strike that eliminates the necessity of full mortising.

♦ THE MANUFACTURE and design of Needle-Sort edge-punched cards in a wide range of standard and special sizes has been announced by Business Forms, Inc., West Hartford.

Needle-Sort is described as a high-speed manual sorting and classifying method adaptable to many business systems where information is to be statistically analyzed. It is applicable to permanent records, as well as process records for operational analysis of costs, sales, payrolls, etc.

Cards can be supplied for either new installations or repeat orders for existing installations.

♦ AT A RECENT meeting of the board of directors of The Hartford Gas Company, Hartford, Norman B. Bertolette was elected chairman of the board and Vice President and General Manager William T. Jebb, was elected president.

Mr. Jebb, who becomes chief executive officer, has had over thirty years of experience in gas utility operations. He is a graduate of Haverford College, Pennsylvania, and after graduate work at Lehigh University, was with The United Gas Improvement Company and its subsidiary properties. He was formerly Western Division Manager of The Connecticut Light and Power Company in Waterbury.

Mr. Bertolette has been president of the company since 1935 when he resigned the presidency of The Harrisburg (Pa.) Gas Company. He graduated in mechanical engineering at Drexel Institute of Technology in Philadelphia, and was division manager of Philadelphia Electric Company and UGI subsidiaries prior to 1930.

Three other executives were also advanced. Treasurer Fred S. Pickford was elected vice president and treasurer; Archer B. Hamilton was appointed to the post of vice president, operations, and A. Chandler Taylor was named general superintendent, operating department.

♦ A NEW combination bench grinder of ball bearing construction has been introduced by Stanley Electric Tools, division of the Stanley Works, New Britain. Featuring a 6-inch grinding wheel and a 6-inch wire wheel brush, the grinder was designed for light industrial and home workshop use such as sharpening tools, polishing, buffing and scratch brush work.



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| 5 Spoilage | _____ % |
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◆ THE APPOINTMENT of Armand A. Benoit as works manager of the Bridgeport plants of Underwood Corporation has been announced by Andrew Anderson, vice president in charge of manufacturing. Formerly assistant works manager, Mr. Benoit succeeds Chester A. Dundore, who has retired from active service with the business machine company.

Mr. Benoit joined Underwood in 1936 as a member of the production control staff at the Hartford works. Since then he has served in varied capacities and in 1953 was named assistant works manager in Hartford, transferring to Bridgeport three years later.

◆ JOHN R. COOK, president of the Arrow-Hart & Hegeman Electric Co., Hartford for 25 years, has been elected chairman of the board of directors.

P. J. Sullivan, executive vice president, was elected to the presidency, and Rollin N. Peck, assistant secretary, was named secretary.

Mr. Cook was formerly sales manager of the Hart & Hegeman Mfg. Co. and following its merger with the Arrow Electric Co. he was elected president and a director of the firm.

Mr. Sullivan was appointed assistant superintendent in 1934 and advanced to general superintendent in 1945, having charge of the Arrow-Hart factories in Hartford, Danielson and Washington, N. J.

◆ MALVERN J. MATHER has been named president of the Allen Manufacturing Company, Hartford, succeeding James G. Osmond, who has retired as head of the socket screw concern.

Ellsworth S. Grant has been named vice president in charge of manufacturing. He has been associated with Allen in various positions since 1940.

Mr. Osmond joined the company 20 years ago as plant manager. Previously he had been in industrial engineering and plant management.

Mr. Mather, a graduate of Dartmouth College, joined Allen in 1942 after many years in the investment firm of G. L. Austin & Company. Three years later he was named secretary and a director, and in 1950 became executive vice president.

◆ ELMER R. COBURN, nationally known in the field of town planning, died recently at his home in Newington.

Mr. Coburn was director of the planning and research division of the Connecticut Development Commission and also assistant managing director of the Commission. A state employee since 1935, he joined the Commission 16 years ago.

After studying architecture in the United States and abroad, Mr. Coburn practiced his profession for a time and was a consultant for the New York Regional Plan. One of his first positions with the State was as manager of the State Planning Board. He was an associate member of the American Institute of Planners and a member of several other professional architectural and planning organizations.

Mr. Coburn is survived by his wife and four sons.

◆ HERBERT C. HOUSE, chairman of the board of Charles W. House and Sons, Inc., Unionville, died recently at his home.

With his father, Charles W. House, and his two brothers, Charles W. House, Jr. and Everett T. House, he helped found the concern bearing their name. The firm was a pioneer in the manufacture of woven felt and felt specialties.

He was a member of the First Church of Christ, Congregational, Farmington Country Club, and was a corporator of the Farmington Savings Bank.

He is survived by his wife, two daughters and six grandchildren.

◆ THE Connecticut Junior Chamber of Commerce, or Jaycees, as they call themselves, are planning to again promote Connecticut-made products at their large annual convention to be held in Milwaukee, Wisconsin this June. According to Edward N. Stevenson, of Windsor Locks, state chairman of this promotion activity, the "Connecti-kit" will again remind convention visitors from all over the nation of the importance of Connecticut industrial production.

The kits contain useful items advertising industry such as thread samples, packets of screws, packets of lens paper, aerosol bombs, etc. Chances on a drawing for a typewriter or an electric shaver or other larger gifts are also included.

The Jaycees are currently contacting industry throughout Connecticut to insure wide participation in the program.

The organization, which is "junior" only in the restricted age bracket of its active members, performs an important civic function throughout the state. Some of their activities directly result in more business for the merchants of their communities. Examples

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in Connecticut include the Insurance City Open golf tournament conducted by the Hartford Jaycees, the Barnum Festival held by the Bridgeport group, the Pop Concerts conducted by the New Haven group, and the Bonus Days Sales sponsored by the Willimantic Jaycees. The Jaycee organization in Connecticut includes 49 local groups with around 3,000 members. The national organization includes approximately 200,000 members in the age group of 21 through 35, who are located in more than 3,000 communities in 48 states, Alaska and Hawaii.

♦ NEW DEPARTURE Division of General Motors Corporation established during 1956 a new record in product sales for any one year in the GM Division's history, it has been announced by Paul W. Rhame, general manager.

In announcing the record in overall sales, Mr. Rhame said the 1956 volume of business was "considerably higher" as compared to the division's previous all-time high for a single year, accomplished in 1955.

Besides its Bristol operations, New Departure plants are located at Meriden and Sandusky, Ohio. While ball bearings are its major products, the GM Division also manufactures bicycle coaster brakes, front hubs for bicycles and automatic transmission parts.

♦ A REMOTE integrating counter for use with pneumatic transmission systems has been recently announced by The Bristol Company of Waterbury. The seven-digit counter receives its signal from a measuring transmitter which operates on an impulse duration system. Since the electric signal transmitted is a function of time, line voltage variations do not affect the accuracy of the counter.

Bed Comfort is Their Business

(Continued from page 7)

rectors. William Walzer also serves as a member of the Executive Committee and the Advertising Committee, while Morton Walzer is Chairman of the Upholstery Technical Committee and a member of the Specifications Committee.

Drawing on the experience of franchise holders throughout the U. S. and Canada, Sealy, Inc. supplies a continuing pool of knowledge on production, sales and merchandising methods to the member plants. Sealy, Inc. sets unusually high standards of operation which must be met by every franchise

plant and provides the basic information required to set and maintain these standards.

All innerspring units used in the making of Posturepedic Mattresses are produced by Posture Products, Inc., at Massillon, Ohio. This affiliate of Sealy, Inc., has made tremendous advances in the design and manufacture of innerspring units. Ownership of this company has made it possible for Sealy to experiment and pass on to the various Sealy plants the many benefits. Morton Walzer is a Vice President of Posture Products, Inc. and active in its management. In addition to the benefits Sealy plant operators obtain in receiving the major part of their innerspring requirements from Posture Products, Inc., they also utilize the advantage of group buying of the many other component parts used in making mattress and dual sleep products.

A New Product is Born

In 1952, York Lounge, Inc., was established to produce convertible sofa beds. Located in its own separate facilities in Waterbury, this firm produces the Con-Sealy-Bed—a handsome sofa by day which is quickly converted to a comfortable bed for two at night. Here the art of fine furniture making has been combined with the latest advances in bedding manufacture to provide a dual purpose unit for the home which has grown increasingly popular throughout the country.

Recently, the Walzer brothers joined with Sealy plant operators of Schenectady and Pittsburgh to purchase the Sealy franchise for the States of Florida and Georgia with a plant at Orlando, Florida.

Founder, Organization-Minded

Charles Walzer, still president of the Waterbury Mattress Company, which engages in the buying, manufacturing and distribution of Sealy products, was a moving force in the founding of the Connecticut Bedding Manufacturers Association which later became a part of the New England Bedding Manufacturers Association. The firm holds a fifty-year plaque awarded in September 1950 by The Manufacturers Association of Connecticut. The Company is a member of the MAC, Naugatuck Valley Industrial Council, and a charter member of the National Association of Bedding Manufacturers of which Mr. Morton Walzer is currently New England Zone Director.

The Company played a leading part in establishing the State's sanitary bedding code. In cooperation with the Manufacturers Association of Connect-

icut, adequate bills were introduced and later passed by the General Assembly. This was a positive step in stopping the import of inferior and unsanitary bedding from other parts of the country.

Flood Waters

The floods of October 1955 hit the Company hard, as it did many Waterbury industries. There was five feet of water on the first floor of the main plant. Fortunately, with the water's quick recession, the Company was back in full production in less than two weeks. One "casualty" of the flood, however, was the Company's plans for construction of a modern, single-story building on a six-acre tract of land purchased for that purpose some time before the flood.

The tract is located alongside the New Haven Railroad tracks and the Naugatuck River and the proposed plant would have been entirely under water had it been built before the flood. Plans for construction are being held in abeyance. However, the desirability of having railroad siding facilities and all production and warehousing under one roof makes future construction of the plant a prime objective of the Walzer brothers. A flood control program is underway in the valley now and, when completed, will justify the construction of the new facility.

Employee Relations

Charles Walzer looks with justifiable pride on the work and accomplishments achieved by his three sons in the business he established. He is especially proud of the fact that so many of the Company's employees have been with him so long. Twenty-four of the employees have been with the firm more than a dozen years, five of them more than twenty-five years, and among the top ten supervisory employees there is an accumulated service of 277 years in the Company.

This record speaks well for Charles Walzer's expert knowledge of what constitutes good employee relations, and for the many employee benefits which have been provided in more recent years by his sons. A retirement insurance plan, group life with accidental life and dismemberment insurance, hospital and surgical fee coverage are all provided by the Company at no cost to its employees.

Charles Walzer still remembers, somewhat nostalgically, the little shop in a barn where his business started so many years ago. The business he established has come a long way since that time—and, managed by his three sons, it's pretty certain that it will be going a long way in the future.



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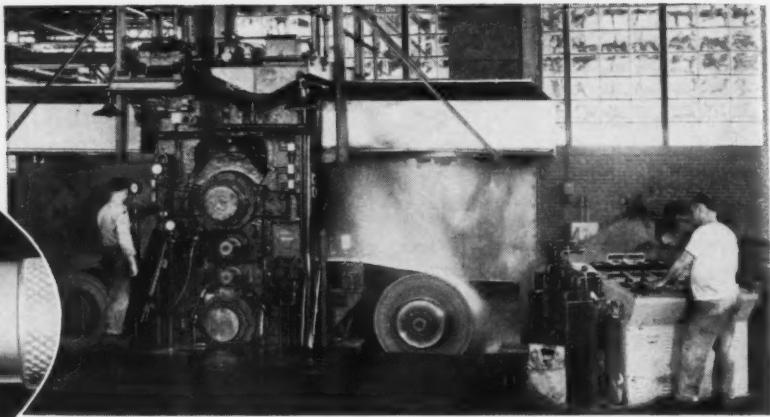


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AND MAN-SIZE SERVICE, TOO — Wide gauge range is only one advantage in buying DSC STRIP. You also get the width, the temper, the finish and the carbon content best suited to your requirements, job by job.

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How Would You Decide?

By Fredrick H. Waterhouse

Counsel

Under a clause providing that vacancies for higher rated jobs must be posted, and permitting lateral transfers to open jobs in the same labor grade without posting, when must a vacant job in the lateral movement be posted?

Here's What Happened.

The contract had a clause to the effect that ordinarily jobs must be posted for promotional purposes. However, employees in the same labor grade might be transferred to open jobs in that labor grade before posting for promotional purposes, "unless the employee who would otherwise be promoted has more seniority and can also qualify," refused the promotion. The company made a lateral transfer without posting and a grievance was filed.

Must the employer post a job under such circumstances or may he first transfer someone from the same labor grade and then post the job for employees with greater seniority in lower labor grades?

Flexibility of operation is affected. The arbitrators felt that the employer has the initial right first to make the lateral transfer, unless it ascertains that there are, in lower grades, employees with greater seniority and who can qualify. If there are such employees in lower grades with greater seniority and who can qualify, the employer must post the job. First, he must satisfy himself that there is no acceptable senior employee in a lower labor grade who can qualify for the job. If he does find such an employee, he must post the job. If he does not find such an employee, he may make the lateral transfer. After this decision and transfer has been made by the employer, if another employee feels the decision was wrong, he may file a grievance to set the lateral transfer aside and require the job then to be posted for promotional purposes.

Does the company have the right to use test procedures as one of the factors for determining promotion?

Here's What Happened.

The contract provided that employees with greatest seniority would be promoted to existing vacancies in higher rated jobs "when ability, merit and training (as between the junior

and senior applicant) are equal." The company contended that under this provision it could establish and give tests to applicants to determine their relative ability. The union contended that tests by the company were not permissible to determine "ability" as used in the contract clause.

Was the company justified in conducting tests, apart from actual performance on the job in which the vacancy existed, to determine priority to the higher rated job?

The arbitrators felt that since the precise words used, "ability, merit and training" are generic in nature, and there was no limiting language modifying those terms, any reasonable method employed by the employer to determine equality of ability, merit and training, or the lack of it, was permissible under the general management prerogative clause. The only limitation imposed on this procedure is that the method used by the employer to determine equality, or the lack of it, must not be discriminatory or unreasonable. Also, a test given solely to determine "ability" may not be the sole determining factor. All three elements must be determined separately and must be given equal weight. In the present case it appeared that all three elements, including seniority, were given due consideration in the selection of the employee to be promoted.

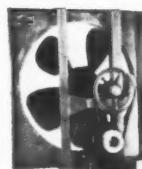
If the employer and the union agree before the arbitration board that an employee has been discharged for cause, may the board rule otherwise?

Here's What Happened.

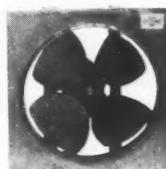
The employee in question was a waiter and engaged in a series of incidents which interfered with the conduct of the business and with the other employees. Among the misdeeds were arguing with the Head Waiter in the dining room and before guests; arguing belligerently with the hostess and other waiters; checked out without reporting to the Head Waiter in violation of posted instructions. These incidents resulted not only in his arguing with the Head Waiter but also in heated discussions with the union steward. In the wake of all this the union steward admitted he could do nothing with the

COLONIAL

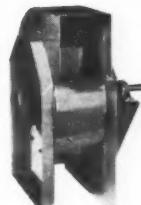
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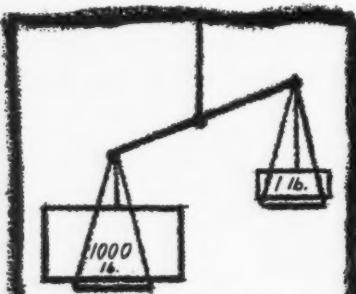
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employee and agreed to his discharge. In fact, the chief witnesses for the company before the arbitration board were the business agent of the union and the union steward. The former testified the employee came to him protesting his discharge. The business agent then discussed the discharge with the company and might have been able to effect a reinstatement except that the grievant, in interviews with the manager regarding rehire, was so rude and disrespectful that the manager decided it was not advisable to rehire him. The employee said he had cause to complain because of the actions of the Head Waiter in discriminating against him in the allocation of guests and other conduct on the part of the Head Waiter. He also said he couldn't get his grievance processed until he complained to the international union.

Is the agreement of the union and the employer that the discharge was justified binding on the board of arbitration?

The board felt and decided that the contract was between the employer and the union and was not between the employer and the employee. Therefore, when both parties to the contract appeared before the board and agreed that the employer's action was proper, the board could not rule otherwise. In fact, the board wondered why it had been asked to rule at all on the matter. The board felt it is created to resolve disputes between labor and management and here there was no dispute between the company and the union. The employee should have been so informed and the matter terminated. However, since the board had actually heard the case it rendered an award sustaining the discharge.



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The "Rattling Barrel" Goes Modern

(Continued from page 11)

American Hardware took a refresher course in the Tumbling Division before taking over sales in northern Connecticut and western Massachusetts.

Teamwork between the Manufacturing and the Tumbling Divisions has a very important advantage for ESBEC customers. Every new product is discussed in detail by the two divisions before a line is put on a drawing board or the first test formula for a new compound is written down. Only after the basic design or characteristics have been agreed upon is development work started. Then the product, whether it be a piece of equipment, a compound or an abrasive, is given production tests in the Tumbling Division. Changes are made and retested until the product has been proved to the satisfaction of all concerned.

Research Facilities Geared to Customer

This means that no ESBEC product is offered to industry without the firm knowledge that it will do everything claimed for it and that it has assurance of survival in competition with the best products on the market.

A good example is the ESBEC Dimensional Separator. Sometime ago, the Tumbling Division was offered a sizeable contract for deburring the aluminum "pinch-clamps" used in surgery for controlling flow in blood transfusions and intravenous injections which were mentioned previously. It was proved that barrel finishing could do the job, but the stumbling block was an economical method of separating millions of parts from the abrasive chips.

This led to the development of the ESBEC Dimensional Separator which makes separations that cannot be made magnetically or by screening.

When this separator was perfected, it was offered for use in tumbling departments but surprisingly enough more have been sold to manufacturers of screws than to any other one field. The screw manufacturers deliberately mix sizes of screws to take advantage of the economies of barrel plating. It then is necessary to separate the screws by size. In one case, a single Dimensional Separator is now doing the work previously performed by six full-time workers.

At Meriden, ESBEC also operates a complete barrel finishing laboratory. Here prospective customers may send small groups of parts for sample processing. This enables them to determine what the process will accomplish.

for them, before they commit themselves to capital expenditures for equipment.

When a customer has difficulty in producing a desired result, samples are sent to the ESBEC laboratory, and a technique is developed which the customer can use in his own plant.

In this laboratory work, ESBEC has no secrets from its customers or prospects. They are delighted to have a representative come in and witness the experiments to see exactly how the result is accomplished. This also convinces them that no tricks are used and that the results are actually produced in a barrel.

Another service is the ESBEC Free Training Course in Barrel Finishing which is open to any customer employees. Because so many new techniques are being developed and because the operations which can be accomplished are multiplying so rapidly, trained men are necessary to supervise modern barrel finishing departments.

For this reason, customers, large and small, from all parts of the country send key personnel to Meriden for a week's training course in the latest techniques. This enables new departments to get started with a minimum of lost motion. This training eliminates much initial costly trial and error and in the case of established departments, it either helps the man responsible to brush up on new techniques or serves as a training ground for a man who has been given a new assignment.

In the development of ESBEC barrel design, Messrs. Shipley and Biebel have concentrated on four basic characteristics; ease and speed of servicing, efficiency of operation, minimum floor space and safety.

Even with all the remarkable things which can be accomplished by barrel finishing, it is not and never can be reduced to an exact science because it is impossible to determine in advance the exact method or the exact time which will be required to produce a given result. This is because of infinite variations in metals and their alloys, in shapes, sizes, and specifications, as well as in the tools used to produce the part.

This is a field of rapidly developing techniques. What could not be done last year—or even last month—is now being done to perfection. This results from improvements in equipment, abrasives and compounds as well as better ways of using any one or all of them.

Many plants with old equipment, which have not followed more recent developments, are unable to approach the results secured by their competitors who have modern equipment and use modern techniques.

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Public Relations

By A. Carl Messinger
Public Relations Director

♦ A QUESTION of more than usual significance to public relations directors has been raised by Associated Industries of Missouri: "What are communications people doing these days to get home to employees the economic facts of life?"

In this Eisenhower era of major expansion of the middle class, it becomes extremely important for economic education to penetrate more fully the public mind. Today most everyone is a property owner in the sense that if he doesn't own a home, he does own a substantial investment in household equipment, automobiles, stocks and other personal property. The person who possesses objects of tangible value has a genuine stake in knowing what makes the system tick. It provides him with good things in life.

Unhappily, many of today's important issues are little understood by great numbers of people. How many people do you know who really understand the personal benefits that will accrue to them from increased productivity or a right-to-work law?

Going back to the question raised, namely, how "to get home to employees the economic facts of life," the Missouri roundup indicates:

1. "Material is being used from articles in business papers, localized to the industry.

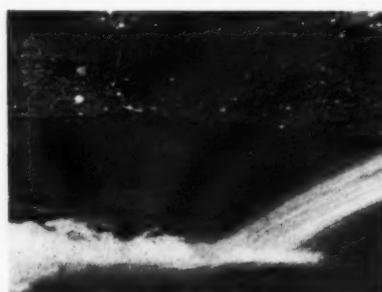
"The companies are talking their own rising production costs and

shrinking profits, relating these developments to employees, but they are documenting these messages. (Excellent recent examples of supporting documentation appear in U. S. News & World Report, February 22 issue, in a graph-laden article called "The Big Squeeze on Business.")

These magazines usually permit, if asked, reproductions of the material in employee magazines and on plant bulletin boards.

2. "One communications man is spelling it out by publicizing the productivity potential of certain machines and then saluting on the bulletin board the individual operator who comes closest to achieving it. (Possible backfire—protest from the union over speed-up—so far it hasn't come here and may not.)

3. "Short, to-the-point news items as 'fillers' in the employee publication, e.g., "Did you know that . . . XYZ now has 177 employees who own stock in the company . . . Our equipment is now used exclusively on the New York Central . . . Our payroll in 1962, when the company was founded, was less than \$5,000 a year; today it is in excess of \$15,000,000 . . . Group insurance now covers all employees for the maximum benefit of \$4,000 . . . 21 per cent of our employees have



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The trend is solidly toward localization of economic material. We might add that this applies equally well to the releases to state news media. Newspapers and broadcasting stations are always more interested in what happens within their own area than in something applicable to out of state. Essentially, it is the application of the rule "I'm more interested in what happens to me than anyone else, and I'm more interested in what happens to my friends and people I know than to someone I don't know."

AIM adds a note of caution: "We fully approve of the trend toward localizing economic information and presenting it in terms of employee self-interest. At the same time we recognize that such localization can be overdone. A fine balance must be maintained between cause and effect in employee economic education—lest employees, while consciously working to overcome the bad local effects of certain economic policies, unconsciously vote to continue and expand such policies at the state, national, or even international level."

Do Employees Want A Shorter Work Week?

(Continued from page 14)

ing time from 40 hours to 30 hours? If his wants for goods are now, and remain, satiated, such will be the probable outcome, but past experience indicates that human wants for goods have great capacity for expansion, and that, thus far, they have taken precedence over desires for leisure. Thus, since 1939, average *real* hourly earnings of factory workers have increased by more than 50%. But has this sharp advance led to a shortening of the work week? Not at all! In fact, the average employee now works more hours per week than he did in 1939. Why? Because jobs are easy to get and most workers prefer more cash to more leisure. For the man who lacks ample spending money, idle hours usually have little attractiveness.

When Walter Reuther urges shortening of the work week, is he acting on the assumption that the just-mentioned preference is now in the process of changing? Probably not. He is fully aware that the typical worker is anxious to have a more luxurious vacation, the latest model car, and a color-television set. What, presumably, Reuther aims at is a 30-hour standard week, with the average worker putting in weekly ten or twelve hours of overtime, with such hours bringing him time-and-a-half pay. Securing such

an arrangement would doubtless greatly enhance Reuther's popularity and prestige in union circles. However, as shown above, unions have no power to increase labor's percentage of the net value product. So this overtime-pay arrangement would not benefit the employees; it would merely make trouble for those preparing payrolls. Furthermore, if this device caused wage rates to advance faster than production, it would lead to unemployment, reduced production, and hard times for the working people.

In the *A.F.L.-C.I.O. News* of November 3, 1956, the A.F.L.-C.I.O. Department of Research is quoted as explaining that "although sentiment for further hours reduction is rooted in part in a general desire for more leisure time, it is more widely based on the ground that shorter hours of work will help maintain employment opportunities."

This conclusion shows lack of understanding of the forces determining total employment volume. By referring to data published by the United States Department of Commerce, it is easy to show that the total number of hours of employment for wage workers in manufacturing is approximated by the simple formula

$$\frac{\text{Total Hours of Factory Employment}}{\text{Average Factory Hourly Wage}} = \frac{0.19 \text{ (Nation's Net New Spending Power — 20 Billions)}}{\text{Average Factory Hourly Wage}}$$

Clearly, employment volume varies directly with the national total of new spending power, and inversely with average factory wage rates. The nation's net new spending power equals the national income, plus any increase in the combined volume of money and demand deposits, or minus any decrease in this volume. As a rule, these increases or decreases in the supply of circulating medium are trivial in size as compared to the national income, so it is this latter quantity which usually dominates the numerator of the above fraction.

The national income equals the sum of the net value products of all the industries in the nation. Clearly, other things being equal, reducing the time put in by the average worker would cause production to shrink, and so would lessen the size of the national income and hence of the nation's net new spending power. A glance at the above equation shows that, when this occurred, unless hourly wage rates were reduced in like proportion, factory employment volume would diminish. Clearly, therefore, the notion that shortening of the work week can be

(Continued on page 55)

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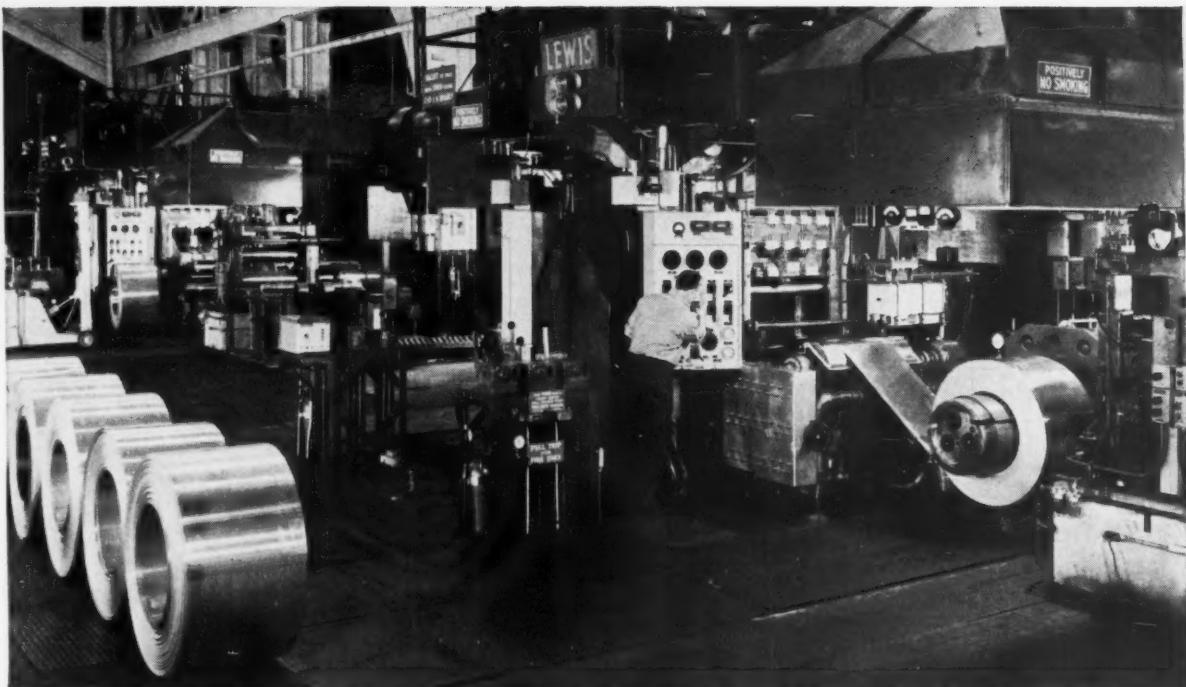
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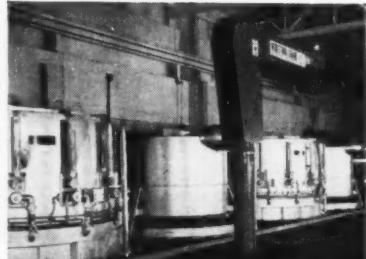
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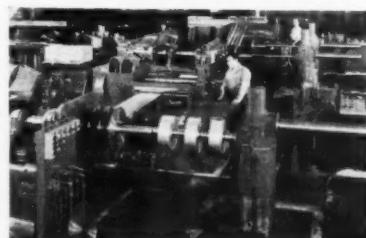
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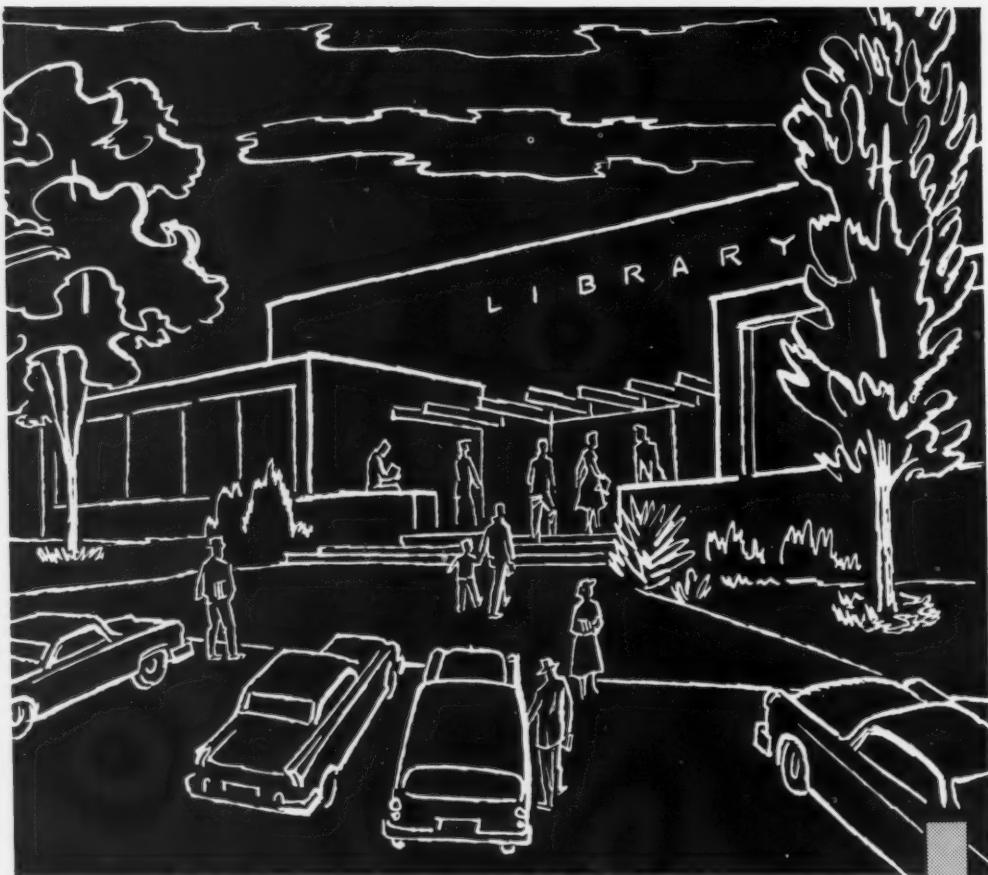
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Accounting Hints

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Responsibility Accounting

By HOWARD H. DARLING,
International Silver Company, Meriden

♦ WHEN we speak of responsibility accounting, we are thinking in terms of cost control. A cost system must perform various functions. There are at least three major objectives. In addition to cost control, one of these is profit determination, which concerns past costs and their assignment directly to manufacturing operations, or to a period, or to a unit of product, or to cost of sales. The third objective is planning, which involves cost forecasting, and for which a prime tool is adequate past and current cost information.

Cost control is concerned with current costs and requires that these costs be segregated in accordance with the responsibilities of individuals for cost incurrence, that there be a correlation with volume of operations, and that there be an effective means of evaluating and comparing results.

Conventional classification of costs in an accounting system is by nature of expenditure—direct materials, direct labor, indirect labor, supplies, maintenance and depreciation. These may be accumulated separately for each department or for each product or group of products. It is in using this cost information that we come to grips with the factor of human responsibility, for control is exercised by people and not by mere reporting of figures.

The starting point for control is the company organization chart. Individual responsibilities must be clearly defined at top and middle management levels, and cost centers—or responsibility centers—must be established for individual responsibility in line management—in production and administrative functions. Then the chart of accounts can be designed so that results by responsibility are produced directly in the routine processing of accounting data. Each supervisor responsible for incurring costs should receive cost data pertinent to his operation.

Departmental organization has very likely been established with other pur-

poses in mind and may or may not coincide with individual responsibility for costs. Reporting of costs by department gives a semblance of classification by responsibility, but unless the accounting system was carefully planned in terms of this objective, the result will fall short of the requirements for effective cost control. It is further necessary to study the nature of each type of expense to determine, within the framework of a particular organization, where responsibility lies, and then to make provision in the chart of accounts to report in terms of responsibility. The distinction between fixed, semi-variable and variable costs is helpful in this respect. For example: product costs (direct labor, direct materials and supplies, and other burden costs directly related to a foreman's operation) would be charged to manufacturing cost centers; factory fixed costs might be in a separate cost center for which the factory manager is responsible; expense of administrative and clerical operations should be segregated as between those controllable by first-line supervisors and those which are general and for which higher management levels are responsible.

After the accounting system has been planned in terms of responsibility, it is of course necessary to follow through with clear instructions which will enable all personnel who are handling source figures to understand the objective and participate by recording data accurately.

Effective cost control requires a means to measure performance, and this can best be accomplished by standard costs and budgetary control. Our purpose here is to demonstrate that a fair and accurate system of reporting actual costs by individual responsibility is a prerequisite to successful measurement. This is a sound base on which to gain acceptance and participation by all operating levels in a program of control through budgeting.

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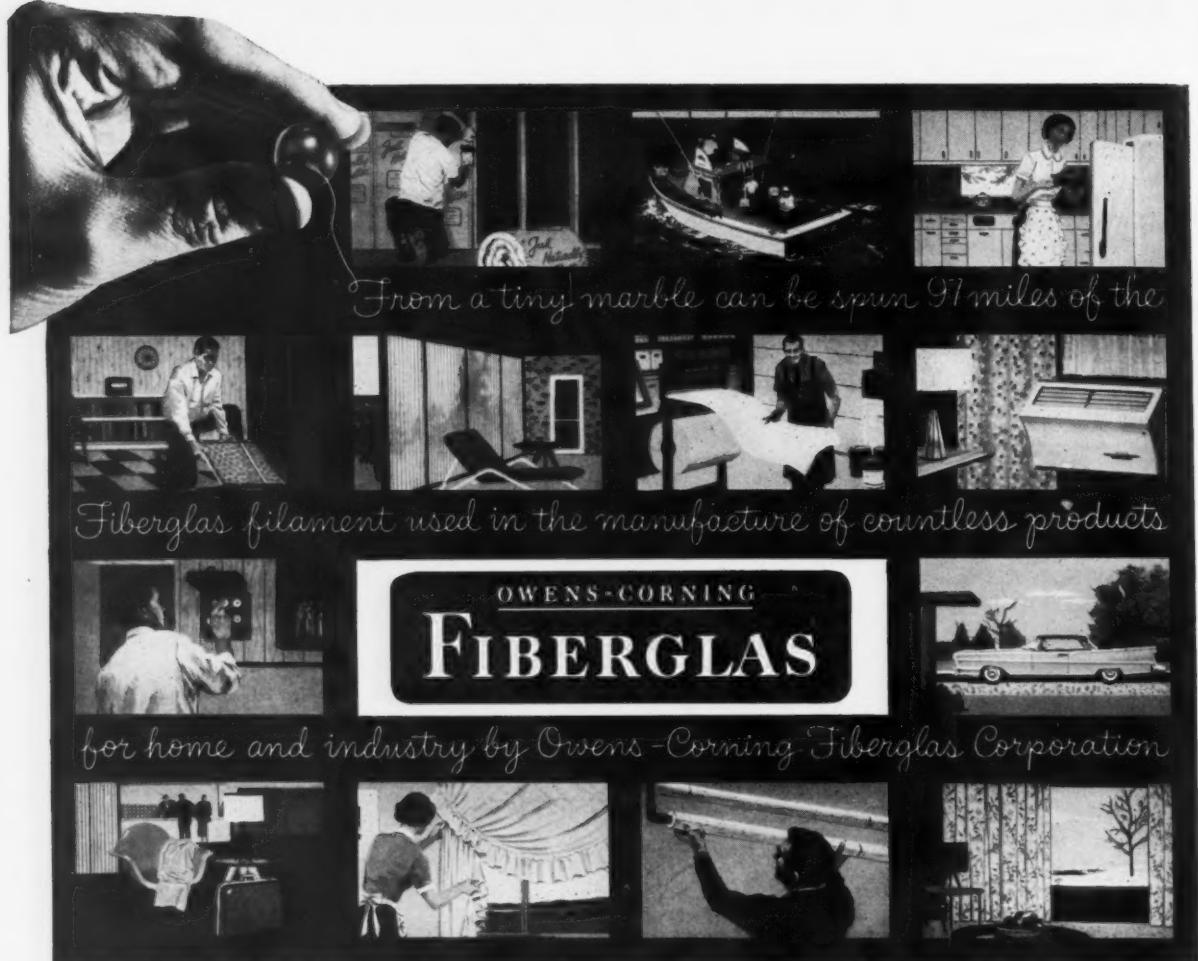
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Business Tips

By Charles E. Lee, Marketing Department
School of Business Administration, University of Connecticut

Measurement and Some Aspects of Marketing Policy

♦ MEASUREMENT is undoubtedly an essential element in the discovery and interpretation of facts in any field. Where the problem is one of policy formation measurement is especially important, partly because the generalized nature and broad application of policy makes its efficiency not only difficult to judge but vital to the welfare of the organization and partly because policy formation usually involves decisions of a selective nature—choice among a number of alternatives or compromise among competing ideas or techniques. From the management viewpoint a policy is a well considered course of action that will lead to a desired result or achieve a given purpose. Marketing policy has to do with sales areas or channels, product standards and prices, competition, public opinion, trends in the tastes or habits of consumers, marketing personnel and institutions, government, economic conditions and events in general that may change markets or the costs of marketing. If there were no change, policies would be useless and measurement would be unnecessary. Both are characteristic of a dynamic world.

In policy making no fact is too trivial, or technique too complex, to ignore if it contributes to the measurement of basic changes or relationships, hence statistical and mathematical measurement have become accepted tools in the scientific determination of marketing policy. A great British scientist has said; "... when you can measure what you are speaking about, and express it in numbers, you know something about it; but when you cannot measure it, when you cannot express it in numbers, your knowledge is of a meager and unsatisfactory kind; it may be the beginning of knowledge but you have scarcely, in your thoughts, advanced to the stage of science, whatever the matter may be."¹

Practical marketing is undoubtedly an art but policy in the field of marketing like most other fields associated with a variety of human activities

makes use of concepts and techniques that are common to the sciences. Moreover, the term "science" may no longer be thought of as belonging solely to the exact sciences for exactness of measurement is now regarded as a relative thing to be realized in a given field only in so far as the nature of its subject matter permits. As a result, the use of the scientific method in the social sciences including marketing has grown rapidly in recent years and the trend of thought among business men with marketing problems has moved steadily toward an acceptance of the scientific method as a problem solving technique in the field of policy decision making.

Policies do not grow in a vacuum. They evolve at all levels in an organization wherever there is observation, thinking and action. They give direction to executives and workers. They add purpose to plans and attainment to objectives. They normally develop through successive stages; 1) the idea; 2) observation or fact gathering; 3) measurement and analysis of the facts including a variety of statistical and mathematical processes; and 4) making a decision.

In scientific language an idea is an hypothesis. But one never knows whether or not an hypothesis will lead to the solution of a problem until it has been tested and tried. In other words it is hypothetical or theoretical in nature until proven to be of practical value. To furnish proof some kind of experiment must be set up or some situation containing the idea in practical everyday affairs must be studied and measurements taken to discover how effective it is in solving the problem. To make accurate judgments about it, it must be studied under conditions that are known, that is, controlled and measured. In the social sciences statistical control is the type usually resorted to.

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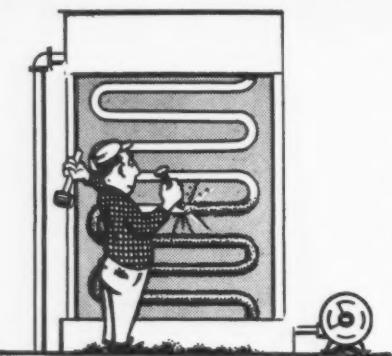
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method. To achieve it the second step, observation and fact gathering, must be carried out under carefully defined conditions such as those required by the technique known as random sampling. Control makes measurement possible, hence it is the prime requisite in any scientific solution of policy problems by statistical or mathematical means. It is the backbone of good market indexes, a frequently used measurement device; it is basic to variance or correlation analysis, and to many of the newer mathematical techniques used in decision analysis such as linear programming. The mathematical results can be no better than the sample data that go into it. This is an often neglected aspect of policy formation.

The third step grows out of the second and is equally technical. Its purpose is entirely analytical; in policy formation it tends to focus attention on what may be called the strategic factor or factors in the decision to be made. If the previous steps have been properly prepared, its success depends largely upon the knowledge and ability of the analyst. He must not only understand the statistical and mathematical processes themselves but he must know the environment in which the decision is to be made. That is, he must understand not only the nature of the management problem but he must be aware of the technical aspects of the field of marketing in which the policy is to be applied. Since it is rarely possible for one analyst to combine all of these abilities the statistician, especially if he is of the "pure" variety, should work closely with the marketing and management experts of the firm or industry.

Until very recently, decision making as a science received little attention. The modern industrial era with its new complexities of size, organization, technology and markets has emphasized problems in which executive decision plays the terminating or major role. "Pure-hunch" decision making has rapidly become obsolete under these conditions and the "Intellectual" approach with its applications, from information and communication theory, strategy, psychology, economics, mathematics and probability theory, to the problems of measurement for decision making have taken its place. Decisions are concerned with ever varying but specific situations involving choices or alternatives. The business man must cover the range of possibilities with respect to products, prices, sales organization, advertising, outlets and channels; the various alternatives must be reduced to manageable proportions and feasible courses of action singled out. More than one such course may exist. Which one should be selected?

Involved, of course, are such things as forecasting, budget information, resources and people, programs and purposes. Sometimes a frequency pattern of past events gives promise of future reoccurrence. At other times competitive strategy determines the policy chosen. By-and-large, that course of action will be selected that offers the greatest degree of certainty as far as the objectives to be attained are concerned. Here measurement becomes the all important factor, for to measure is to reduce uncertainty.

Marketing problems can never be solved in terms of the absolute. Certainty is an elusive thing. Problem solving takes place, however, when and only when it is possible to reduce uncertainty to a point where a choice may be made among the various alternatives with a strong feeling of confidence.

Partners Three

(Continued from page 13)

The Scope of the Program

The following statistics graphically spell out just what has been accomplished in Meriden during the past seven years. It shows at a glance what has been accomplished in terms of operation.

The Career Institute Program

Institute Programs	44
Institutes	839
Speakers Participating	858
Assigned Student Leaders	839
Different Student Leaders	685
Vocational Areas Covered	77
Estimated Attendance	24,550

The Meet Meriden Industry Program

Industries Presented	25
Assembly Speakers (Top Management)	69
Industrial Exhibits	23
Attending Assemblies	10,100
Visiting Exhibits	21,500

A Daring Experiment

These programs were originally hailed as "daring" because they were unique and because they carried with them the implication that the traditional annual Career Days of most high schools were outmoded instruments that were nothing more than synthetic shots in the arm. It was a new idea that there must be a continuity of performance to provide for the best possible dissemination of vocational information.

The industrial world beset with a complexity of problems and rapidly changing processes could only interpret

itself adequately to boys and girls whose interests were variables rather than constants through a program that recognized the value of continuity.

It was also "daring" to depart from the traditional "Invitational" point of view and to admit industry and business into full partnership with education—but it was an honest recognition of inter-dependency and has subsequently been hailed "as an exceedingly healthy sign in an enterprising and forward-looking community."

Attracts National Attention

The Career Institute-Meet Meriden Industry programs from the very beginning began to attract a great deal of attention and inquiry. In November of 1952, "News and Cues", published by the National Chamber of Commerce stated "The Meriden, Connecticut program of Career Institutes continues to be a most successful and unique program of guidance for high school youth. Each student can, on successive months, appraise his various interests and aptitudes for several occupations. Equally important, community leaders become well-known among the young people of the community and maintain an interest in the community's schools. In March of 1955, The Educational Department of the Chamber of Commerce of the United States said, "Another example of mutually rewarding cooperation between businessmen and educators is the Career Institute program for high school students. The Career Institute Program of Meriden, Connecticut, for instance, could well be copied by communities all over the country".

The program was discussed at the Educational Breakfast of the 43rd Annual Meeting of the National Chamber by Dr. K. Brantley Watson and was later described in detail in the Chamber's Publication "Washington Report".

Inquiries concerning the organization of the Meriden Career Institute and Meet Meriden Industry programs continue to come in from all parts of the country. Letters of inquiry on file indicate interest by communities in Ohio, Indiana, Georgia, Wisconsin, Texas, Iowa, Kansas, North Carolina, Missouri, New Jersey, New York and all of the New England States.

Many Connecticut schools have sent representatives to the Meriden High School to view the programs in operation. Bristol, Connecticut, two years ago, put a similar program into operation at the Bristol High School.

The beneficial effects of the Career Institute-Meet Meriden Industry programs have spread far and wide. One



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THE HOWARD COMPANY

250 Boulevard, New Haven, Conn.
SPruce 7-4447

(Continued on page 68)



New Machine Chops Time Of Grinding Operation



Four-Day Job Now
Whipped Out in Single
Shift at North Haven

Conservation of material and time, and greater accuracy are the goals in every production operation. They add up to efficiency, and means to attain them are constantly sought by Pratt & Whitney Aircraft's production engineering department.

At the company's North Haven plant, turbine vane grinding for J-57 jet engine offered considerable trouble, both in the amount of time consumed and in the number of rejects. Members of the production engineering department met with E. P. Bullard III. The result was something new to the industry, three-wheel grinding machine.

Until recently, the vanes, which must be accurate to one half of one thousandth of an inch, had to be ground on several different machines. Much time was spent transferring them from one machine to another, and the vanes had to be located in precisely the same position on each machine.

An error of one thousandth of an inch would make scrap of the vanes. For this reason, many vanes were rejected by inspection, and valuable time and material were wasted. The J-57 vane has 18 faces to be ground on the butt end. The three-wheel grinder does them all in one operation. Time is saved and, since the part does not have to be removed from the fixture, the concentricity is nearly perfect and rejects are almost nil.

When the first three-wheel grinder arrived from the manufacturer a trial batch of castings was put through and, in the words of general foreman Paul Karkut, "It ate them up so fast we ran out before the next batch arrived."

The new machine turned out 800 to 900 parts during one shift. This amount formerly took four days and 27 operators and couldn't touch the high degree of accuracy needed. Bullard estimates it saves 82 per cent of the time for the operation.

Six machines have been ordered. The first was applied to J-57 "B" model second stage vanes. The second grinder has been assigned for third stage vanes of the J-57 "C" model.

According to Bullard, it is universally applicable to turbine vanes.

THE NEW HAVEN REGISTER

Joseph Freschi throws the switch setting in operation the new-
ly developed automatic grinding machine at the North Haven plant
of Pratt and Whitney. The machine grinds out turbine vanes 80
per cent faster than the old method. Production engineers at the
North Haven plant designed the machine.

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grinding, to closer tolerances, at lower costs,
our field engineering department
is at your service.



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Business Pattern

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

Business at 15% Above Normal

♦ DURING February, business in Connecticut did not show any noticeable change from the 15% above normal recorded in the preceding month.

Employment in the manufacturing industries continued at the January level of 436,000 workers.

Initial claims for unemployment benefits declined throughout the entire month of February, thus pointing to reduced unemployment in the immediate future.

Retail sales, bank debits, and ordinary life insurance sales were strong.

Manhours worked remained fairly steady as the softening which occurred in some industries was offset by increased activity in others.

The February U.S. Index declined fractionally to an estimated 12% above normal.

Wages

In February average hourly earnings of Connecticut factory workers reached a record level of \$2.06.

However, as the table below shows, there are noticeable differences among individual industries.

Average Hours and Earnings

SELECTED CONNECTICUT INDUSTRIES

FEBRUARY 1957

Industry	Hourly Earnings	Weekly Earnings	Weekly Hours
Print. & Pub.	\$2.43	\$ 96.96	39.9
Transp. Equip.	2.30	101.89	44.3
Primary Metals	2.27	91.03	40.1
Machinery	2.17	90.71	41.8
Silverware	2.15	93.31	43.4
Chemicals	2.10	90.09	42.9
Total Mfg.	\$2.06	\$ 85.49	41.5
Construction	\$2.74	\$107.96	39.4

Moreover, the table demonstrates the influence of the length of the workweek upon weekly earnings. Hours worked are an important factor and should be considered in making earnings comparisons among the various industries.

Note too, that construction workers, even with a shorter workweek, had greater average weekly earnings than any of the manufacturing groups.

Strikes

Latest available data issued by the State Department of Labor indicates that in five of the past six years Connecticut has lost proportionately less time due to strikes than the U.S. as a whole.

The percent of man-days lost by Connecticut workers during 1956 was one-third less than in 1955.

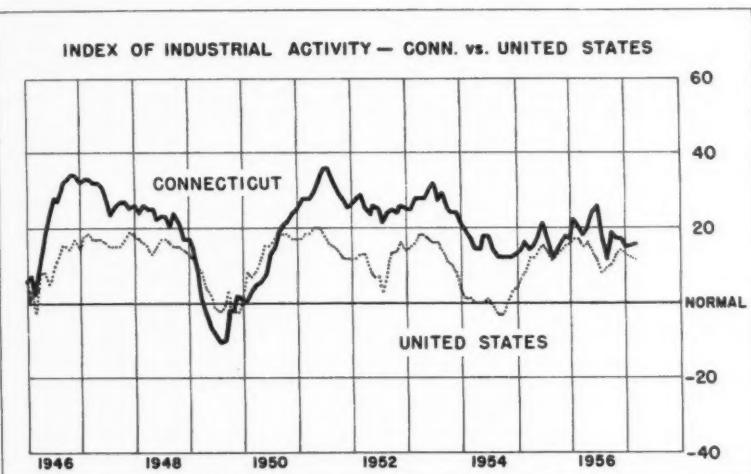
In the same period U.S. strike losses were up 20% over the 1955 figures.

Prices vs. Wages

The Consumer Price Index for February was 118.7, 3% above January, 1954.

In contrast, basic hourly wages of

(Continued on page 68)

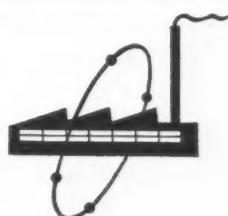


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Spotlight on the Future

By Chester F. Ogden, Manager of Purchases*
The Detroit Edison Company

General Business Conditions

The expected Spring pickup has, as yet, failed to materialize, according to purchasing executives in their April report. Production and new orders remain substantially unchanged from last month and this failure to improve has resulted in a faint but audible blue note.

Many cite the reduction in housing starts, the failure of automobile production to meet earlier favorable estimates, the reduction in steel output, and the situation in which the appliance industry finds itself as reasons for their curtailed optimism.

On the other hand, most hasten to say—business is good—just not quite as good as they expected.

There is a renewed effort to reduce inventories, to be sure they are in tune with present sales volume. As a corollary to this, there is also a distinct unwillingness to make buying commitments any further ahead than necessary.

Employment is down and there are clear indications that factory hours are being lowered.

This month's special question asked purchasing executives to predict what they expected would happen to commodity prices during the balance of 1957. There was general agreement that labor costs would be higher, that the entire increase could not be offset by improved methods, but that competition would prevent manufacturers from passing all of their increased costs on to the buyer. Statistically, 58% look for prices to inch upward, 36% to remain the same, and only 6% believe they will be lower.

Commodity Prices

Further easing of the supply-demand ratios and renewed competition have combined to hold prices in check. Only 25% of our reporting members say they are paying more for the items they buy. Not since 1954 have so few reported price increases. The majority (66%) say prices are steady and 9% say they are lower. Over-all, there is the feeling that, because of probable higher labor costs, prices will nudge

upward during the remainder of the year—but not as much as costs—so that there will be a further profit squeeze.

Inventories

Inventory corrections were the order of the day, as softer sales and management's concern about the cost of money created a need for general reduction.

Since the first of the year, the number reporting inventories lower has ranged from 20% to 22%. This month, 37% indicate reductions in this area. There are many who indicate a further, but gradual, working down program over the next two months.

Employment

With reduced production in many lines and a stoppage of overtime, April reports indicated a measurable change in the employment picture. The March report showed little change since the first of the year. This month, those indicating less employment climbed to 31%. Those reporting employment up dropped to 13%, with 56% showing no change.

Buying Policy

Purchasing executives remain cautious about making long-term commitments. On production materials, 83% are holding their coverage to 60 days or less. On MRO supplies, 91% are unwilling to go beyond this 60-day

limit and, even on capital expenditures, there is a noticeable drop in the number who have placed orders more than 90 days ahead.

There seems to be general agreement that the safest policy in the present market is one of limiting forward coverage to that which is necessary to assure needed deliveries.

Specific Commodity Changes

There is no marked change in the price pattern, as a reduction in those reporting prices higher is offset by a similar reduction in those reporting prices to be lower.

On the up side are: Steel items other than scrap, coal, chemicals, paper, foods, machine tools, lubricating oils, cement, and freight rates.

On the down side are: Brass, copper, steel scrap, paper scrap, and textiles.

In short supply are: Nickel, steel plate, and structurals.

Do Employees Want A Shorter Work Week?

(Continued from page 44)

used to safeguard the workingman's job in time of depression is completely fallacious.

What, then, is the conclusion of the whole matter? It is that, in the absence of interference by either government or labor unions, the average length of the work week will be set by competition at the level which best balances the desires of the majority of workers for more goods against their desires for more leisure. Why trouble the public with a problem which has, for generations solved itself automatically and properly?

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Charles H. Walters, President

* Composite opinion of purchasing agents who comprise the N.A.P.A. Business Survey Committee, whose Chairman is Chester F. Ogden, Manager of Purchases, The Detroit Edison Company, Detroit, Michigan.

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Listing rates (12-time insertions only): \$6.00 for single listing. When several listings are ordered for insertion at the same time following multiple rates apply: \$10 for two and \$2.00 each beginning with the third.

(Advertisement)

Accounting Forms		Aluminum Castings	Bakelite Moldings
Baker-Goodyear Co The	New Haven	Eastern Malleable Iron Company The	Watertown Mfg Co The
Accounting Machines		Naugatuck	Balls
Underwood Corporation	Bridgeport	Newton-New Haven Co 688 Third Avenue	Abbott Ball Co The (steel bearing and burnishing)
Adding Machines		West Haven	Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)
Underwood Corporation	Bridgeport	Charles Parker Company The	Kilian Steel Ball Corp The
Adhesives		Meriden	Pioneer Steel Ball Company Inc (steel for bearings, burnishing, graining; also brass, bronze and stainless)
Polymer Industries Inc	Springdale	Aluminum Extrusions	Superior Steel Ball Co Inc (steel bearings & burnishing material)
Raybestos Division Kaybestos-Manhattan Inc	Hartford	Bridgeport Brass Company	Watertown
	Bridgeport	Bridgeport	Hartford
Advertising Mats		West Cheshire	Hartford
ADS Inc Div CSW Plastic Types Inc	Hartford	Scovill Manufacturing Company	Unionville
Lockwood Sons Inc Wm H	Hartford	Waterbury 91	New Britain
Advertising Plates		Aluminum Ingots	Banbury Mixers
ADS Inc Div CSW Plastic Types Inc	Hartford	Lapides Metals Corp	Farrel-Birmingham Company Inc
Lockwood Sons Inc Wm H	Hartford	New Haven	Ansonia
Advertising Specialties		Aluminum Sand Castings	Baffles
H C Cook Co The 32 Beaver St	Ansonia	Bridgeport Deoxidized Bronze Corp	Abbott Ball Co The (burnishing and tumbling)
Halco Co	New Haven	Bridgeport	Hartford
Aerosol Products		Aluminum—Sheet and Rod	Eshco Barrel Finishing Corp. (burnishing & tumbling)
Bridgeport Brass Company	Bridgeport	Scovill Manufacturing Company	Hartford-Steel Ball Co The (tumbling)
Air Compressors		Aluminum—Sheets & Coils	Hartford
Spencer Turbine Co The	Hartford	United Smelting & Aluminum Co Inc	Baskets—Wire
Air-Conditioning		New Haven	Rolock Inc
Dunham-Bush Inc	West Hartford	Ammunition	Fairfield
Norwalk Airconditioning Corp	The (forced air heating units oil fired)	Arms and Ammunition Div Olin Mathieson Chemical Corp	Bathroom Accessories
	South Norwalk	Remington Arms Co Inc and Peters Cartridge Div	Charles Parker Co The
Air Ducts		New Haven	Meriden
Wiremold Co The (Retractable)	Hartford	Anodizing	Batteries
Air Heaters—Direct Fired		Comco Inc Div of Enthone Inc	Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others)
Peabody Engineering Corporation	Stamford	Lead Co The H A	New Haven
Air Impellers		Hamden	Bearing Testers
The Torrington Manufacturing Co	Torrington	Light Metals Coloring Co Inc	Sperry Products Inc
Aircraft		Watertown	Danbury
Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Bridgeport	Anodizing Equipment	Bearings
		Comco Inc Div of Enthone Inc	Barden Corporation The (ball)
Aircraft Accessories		New Haven	Fafnir Bearing Co (ball)
Chandler Evans Div Pratt & Whitney Co Inc.	West Hartford	Lead Co The	New Britain
(Piston and Jet Engine Accessories—Carburators, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs)	Newington	Marlin-Rockwell Corporation	Plainville
Fenn Mfg Co The (Hardened and Ground Gear assemblies)	Windsor Locks	New Departure Div of General Motors (ball)	New Departure
Gabb Special Products Div E Horton & Son Company (filter caps—pressure fuel servicing systems)	Windsor Locks	Norma-Hoffmann Bearings Corp (ball and roller)	Bristol
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Middletown	Asbestos	Stamford
Manning Maxwell & Moore Inc (aircraft pressure switches and jet engine afterburner control systems)	Danbury	Asarcon Bronze	Bellows Assemblies
Russell Manufacturing Company The (CAA approved safety belts; webbing and hardware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications)	Middletown	Knapp Foundry Company Inc (bushing & bearing stock)	Bridgeport Thermostat Div
Aircraft Engine Timing Tools		Spring	Robertshaw-Fulton Controls Co
Gabb Special Products Div E Horton & Son Company	Windsor Locks	Barnes Co The Wallace Div Associated Spring Corp	Milford
Aircraft Engines		Bristol	Bellows—Metallic
Lycoming Division Avco Manufacturing Corp	Stratford	Greist Manufacturing Co The	Bridgeport Thermostat Div
		Humason Mfg Co The	Robertshaw-Fulton Controls Co
Aircraft Fasteners		J H Sessions & Son	Milford
Bland Burner Co., The, Thread Products Div.	Hartford	Automatic Buffing & Polishing Machines	Bells
Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Harper Buffing Machine Company The	Bevin Brothers Mfg Co
Aircraft Instruments		East Hampton	Gong Bell Co The
Gorn Electric Company Inc	Stamford	Auto Cable Housing	N N Hill Brass Co The
Aircraft—Repair & Overhaul		Hartford	Belting
Airport Department Pratt & Whitney Aircraft Division	Rentschler Field East Hartford	Bristol	Hartford
Aircraft Sheet Metal Work		Automatic Control Instruments	Russell Mfg Co The
Aero Form Co	New Haven	Bristol Co The (temperature, pressure, flow, humidity, time)	Middletown
Aircraft Studs & Bolts		Waterbury	Bends—Pipe or Tube
Britton Mfg Co Inc	Hartford	Kilbourn-Sauer Company (lights and other accessories)	National Pipe Bending Co The
Aircraft Test Equipment		Fairfield	160 River St New Haven
United Manufacturing Co Division of The W L Maxson Corp	Hamden	Automobile Accessories	Bicycle Coaster Brakes
Alumilite Aluminum Sheets		Metropolitan Body Company	New Departure Div General Motors Corp
Leed Co The H A	Hamden	Automotive Bodies	Bicycle Sundries
Aluminum Bronze Castings		Bridgeport	New Departure Div General Motors Corp
Knapp Foundry Company Inc	Guilford	Automotive Parts	Binders Board
		Bridgeport Thermostat Div Robertshaw-Fulton Controls Co (automobile thermosstats)	Colonial Board Company
Automotive & Service Station Equipment		Middlebury	Blackening Salts for Metals
Scovill Manufacturing Company	(Canned Oil Dispensers)	Eis Manufacturing Co (Hydraulic and Mechanical)	Enthone Inc Mitchell-Bradford Chemical Co
		Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber)	New Haven Bridgeport
Automotive Tools		Waterbury 91	Black Oxide Finishing
Eis Manufacturing Company	Middletown	Howard Company (cupola fire clay)	Black Oxide Inc
Bags—Paper		Kensington	Black Oxide Treatment
Continental Can Co Paper Container Div		Bennett Metal Treating Co The	Bennett Metal Treating Co The
		1045 New Britain Ave	Elmwood
Blades		Capewell Manufacturing Company	Blades
		Metal Saw Division (back saw and band saw)	Metal Saw Division
Blocks		Colonial Blower Company	Hartford
		Spencer Turbine Co The	Blower Fans
Blower Fans		Plainville	Plainville
		Hartford (Advt.)	

I T ' S M A D E I N C O N N E C T I C U T

Blower Systems	
Colonial Blower Company	Plainville
Ripley Co	Middletown
Blower Wheels	
Torrington Manufacturing Company	The Torrington
Blueprints and Photostats	
Joseph Merritt & Co	Hartford
Boilers	
Bigelow Co The	New Haven
General Electric Company (Residential oil and gas fired steam and hot water)	Bridgeport
Bolts and Nuts	
Clark Brothers Bolt Co	Middale
Boring Tools	
Atrax Company The (solid carbide)	Newington
Box Board	
Bird & Son Inc	New Britain
Federal Paper Board Co Inc	
Montville, New Haven & Versailles	
Lydall & Foulds Paper Co The	Manchester
Robertson Paper Box Co	Montville
Gair Company Inc Robert	Montville
New Haven Board and Carton Co The	New Haven
Boxes	
Bird & Son Inc (corrugated, solid fibre, cleated containers)	New Britain
Connecticut Container Corporation	New Haven
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham
Middletown Mfg Co (metal)	Middletown
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport
Boxes and Crates	
City Lumber Co of Bridgeport Inc	The Bridgeport
Boxes—Folding	
Leshine Carton Co	Branford
Boxes—Metal	
Merrim Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity)	Waterbury
Boxes—Paper—Folding	
Atlantic Carton Corp	Norwich
Bridgeport Paper Box Co	Bridgeport
Carpenter-Hayes Paper Box Co Inc	
	East Hampton
Curtis & Sons Inc S	Sandy Hook
Folding Cartons Incorporated (paper, folding)	Versailles
Gair Company Inc Robert	Montville
H J Mills Inc	Bristol
National Folding Box Co Div Federal Paper Board Co Inc (paper folding)	The New Haven and Versailles
New Haven Board and Carton Co The	
Robertson Paper Box Co	New Haven
Warner Bros Co The	Montville
Boxes—Paper—Setup	
Bridgeport Paper Box Co.	Bridgeport
Hemaway Corporation	Waterbury
H J Mills Inc	Bristol
Strouse Adler Company	New Haven
Warner Bros Co The	Bridgeport
Braid—Elastic & Non-elastic	
Essex Mills Inc	Essex
Brake Cables	
Eis Manufacturing Co	Middletown
Brake Linings	
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport
Russell Mfg Co The	Middletown
Brake Service Parts	
Eis Manufacturing Co	Middletown
Brass & Bronze	
American Brass Co The (sheet, wire, rods, tubes)	Waterbury
Bridgeport Rolling Mills Company (coil, sheet, strip)	Bridgeport
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport
Bristol Brass Corp The (sheet, wire, rods)	Bristol
Chase Brass & Copper Co	Waterbury
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston
Scovill Manufacturing Company	Waterbury 91
Seymour Mfg Co The (strip, sheet & wire)	Seymour
Tinsheet Metals Co The (sheets and rolls)	Waterbury
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven
Brass & Bronze Ingot Metal	
Mitchell Smelting & Refining Co Inc	Botsford
Plume & Atwood Mfg Co The	Thomaston
Whipple and Choate Company	The Bridgeport
Brass, Bronze, Aluminum Castings	
Charles Parker Company	The Meriden
Victors Brass Foundry Inc	Guilford
Brass Goods	
American Brass Company	The Waterbury
Plume & Atwood Mfg Co The (to order)	Waterbury
Rostand Mfg Co The (Ecclesiastical Brass Wares)	Milford
Scovill Manufacturing Company	(to order) Waterbury 91
Western Brass Mills Div Olin Mathieson Chemi- cal Corp	New Haven
Brass Mill Products	
American Brass Company	The Waterbury
Bridgeport Brass Co	Bridgeport
Chase Brass & Copper Co	Waterbury
Plume & Atwood Mfg Co The	Thomaston
Scovill Manufacturing Company	Waterbury 91
Western Brass Mills Div Olin Mathieson Chemi- cal Corp	New Haven
Breathing Equipment	
Cycle-Flo Company	The Milford
Brick-Building	
Donnelly Brick Co The	New Britain
Bricks—Fire	
Howard Company	New Haven
Mullite Refractories Co The	Shelton
Bright Wire Goods	
Sargent & Company (Screw Eyes, Screw Hooks, Cup Hooks, Hooks and Eyes, C H Hooks)	New Haven
Broaching	
Hartford Special Machinery Co The	Hartford
Bronze & Aluminum Castings	
Charles Parker Co	Meriden
Knapp Foundry Company Inc (rough or ma- chined)	Guilford
Bronze Sand Castings	
Bridgeport Deoxidized Bronze Corp	Bridgeport
Brooms—Brushes	
Fuller Brush Co The	Hartford
Buckles	
B Schwanda & Sons	Staffordville
G E Prentic Mfg Co The	Kensington
Hawie Mfg Co The	Bridgeport
North & Judd Manufacturing Co	New Britain
Patent Button Co The	Waterbury
Risdon Manufacturing Co John M	Russell Div Naugatuck
Buffing & Polishing Compositions	
Apothecaries Hall Co	Waterbury
Lea Mfg Co	Waterbury
Building Materials	
City Lumber Co. of Bridgeport, Inc.	Bridgeport
Burners	
Plume & Atwood Mfg Co The (kerosene oil lighting)	Thomaston
Burners—Automatic	
Peabody Engineering Corporation	Stamford
Burners—Coal and Oil	
Peabody Engineering Corporation (Combined)	Stamford
Burners—Gas	
Peabody Engineering Corporation (Blast Furnace)	Stamford
Burners—Gas and Oil	
Peabody Engineering Corporation (Combined)	Stamford
Burners—Refinery	
Peabody Engineering Corporation (For Gas and Oil)	Stamford
Burnishing	
Abbott Ball Co The (Burnishing Barrels and Burnishing Media)	Hartford
Pioneer Steel Ball Company Inc (balls, cones, other metallic shapes)	Unionville
Burs	
Atrax Company The (carbide)	Newington
Pratt & Whitney Co Inc	West Hartford
Busways	
Distribution Assemblies Department, General Electric Co	Plainville
Buttons	
B Schwanda & Sons	Staffordville
Frank Parizek Manufacturing Co The	Putnam
Patent Button Co The	Waterbury
Scovill Manufacturing Company (Uniform and Tack Fasteners)	Waterbury 91
Waterbury Companies Inc (Uniform and Fancy Dress)	Waterbury
Cabinets	
Charles Parker Co The (medicine)	Meriden
Cabinet Work	
Hartford Builders Finish Co	Hartford
Cable—Asbestos Insulated	
Rockbestos Products Corp	New Haven
Cable—Interlocked Armor	
General Electric Company	Bridgeport
Cable—Nonmetallic Sheathed	
General Electric Company	Bridgeport
Cable—Service Entrance	
General Electric Company	Bridgeport
Cages	
Andrew B Hendryx Co The (bird and animal)	New Haven
Cams	
American Cam Company Inc	Hartford
Hartford Special Machinery Co The	Hartford
Rowbottom Machine Company Inc	Waterbury
Cams, 2 Dimensional	
Parker-Hartford Corporation	Hartford
Cams, 3 Dimensional	
Parker-Hartford Corporation	Hartford
Canvas Products	
F B Skiff Inc	Hartford
Capacitors	
Electro Motive Mfg Co Inc The (mica & trim- mer)	Willimantic
Carbide Drawing Dies	
State Products Co (eyelet special shape dies)	Oakville
Carbide Shape Dies	
Thomaston Tool & Die Co (any form)	Thomaston
Carbide Tools	
Atrax Company The (solid)	Newington
Precision Tool & Die Co	Waterbury
Card Clothing	
Standard Card Clothing Co The (for textile mills)	Stafford Springs
Card Indexes	
Wassell Organization Inc	Westport
Carpenter's Tools	
Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices)	New Haven
Carpet	
B F Goodrich Sponge Products Division	Shelton
Carpet Cushion	
B F Goodrich Sponge Products Division	Shelton
Carpets and Rugs	
Bigelow-Sanford Carpet Co	Thompsonville
Casters	
Bassick Company The (Industrial and General)	Bridgeport
Casters—Industrial	
George P Clark Co	Windsor Locks
Castings	
Connecticut Foundry Co (grey iron)	
Rocky Hill	
Connecticut Malleable Castings Co (malleable iron castings)	New Haven
Charles Parker Company The (brass, bronze, aluminum)	Meriden
Ductile Iron Foundry Inc	Stratford
Eastern Malleable Iron Company The (malleable iron, metal and alloy)	Naugatuck
Farrel-Birmingham Company Inc (Meehanite, Nodular, Iron, Steel)	Ansonia
H. R. Engineering Laboratories Inc (cen- trifugal steel mold)	East Haddam
Hartford Electric Steel Corp The (stainless steel)	Hartford
Plainville Casting Company (gray, alloy and high tensile irons)	Plainville
Malleable Iron Fittings Co (malleable iron and steel)	Brantford
McLagon Foundry Co (grey iron)	New Haven
Newton-New Haven Co (zinc and aluminum)	688 Third Ave West Haven
Nutmeg Crucible Steel Co. (steel)	Brantford
Philbrick-Booth & Spencer Inc (grey iron)	Hartford
Producto Machine Company The	Bridgeport
Scovill Manufacturing Company (Brass & Bronze)	Waterbury 91
Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy)	Torrington
Union Mfg Co (grey iron & semi steel)	New Britain
Waterbury Foundry Company The (highway & sash weights)	Waterbury
Wilcox Crittenden & Co Inc (gray iron and brass)	Middletown (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Castings—Investment	Bischoff Chemical Corporation (Peelable Plastic Coatings)	Copper Castings
Arwood Precision Casting Corp Cement-filler	Groton	Knapp Foundry Company Inc
Clark Cast Steel Cement Company (iron)	Clinton	Guilford
Cements—Refractory		
Mullite Refractory Co The	Shelton	Copper Sand Castings
Centerless Grinding		Bridgeport Deoxidized Bronze Corp
Winsted Centerless Co	Winsted	Bridgeport
Centers		
Peady Tool Co The (anti friction, carbide tipped, high speed)	Bridgeport	Copper Sheets
Chain		American Brass Company The New Haven Copper Co The
Risdon Manufacturing Co John M Russel Div	Naugatuck	Waterbury Seymour
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington	Copper Shingles
Chain—Bead		New Haven Copper Co The
Auto-Swage Products Inc	Shelton	Seymour
Bead Chain Mfg Co The	Bridgeport	Copperware
Chain—Power Transmission and Conveying		Bridgeport Brass Company (cooking utensils)
Whitney Chain Company	Hartford	Bridgeport
Chairs		Copper Water Tube
The Hitchcock Chair Company	Riverton	American Brass Company The Bridgeport Brass Co
Chemical Analysis		Waterbury Bridgeport
State Testing Laboratory	Bridgeport	Cords—Asbestos Insulated
Chemical Manufacturing		General Electric Company
Carwin Company The	North Haven	Bridgeport
Chemicals		Cords—Braided
Apothecaries Hall Co	Waterbury	General Electric Company
Carwin Company The	North Haven	Bridgeport
Macalaster Bicknell Company	New Haven	Cords—Heater
MacDermid Incorporated	Waterbury	Essex Mills Inc
Naugatuck Chemical Division	United States	General Electric Company
Rubber Co	Naugatuck	Bridgeport
New England Lime Company	Canaan	Cords—Portable
Pfizer & Co Inc Chas	Groton	General Electric Company
United States Chemical Corp (maintenance and powdered hand soap, floor waxes, cleaners, disinfectants, fuel additives)	South Norwalk	Bridgeport
	New Haven	Cord Sets—Electric
Chemicals—Agriculture		General Electric Company
Naugatuck Chemical Division	United States	Seeger-Williams Inc
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	Bridgeport
Christmas Light Clips		Cork Cots
Foursome Manufacturing Co	Bristol	Sonoco Products Co (Climax-Lowell Div)
Chromium Plating		Mystic
Chromium Corp of America	Waterbury	Correspondence Files
Chromium Process Company The	Shelton	Wassell Organization Inc
City Plating Works Inc	Bridgeport	Westport
Chucks		Corrugated Box Manufacturers
Cushman Chuck Co The	Hartford	Connecticut Container Corporation
Horton Chuck Div The E Horton & Son Company	Windsor Locks	New Haven
Jacobs Manufacturing Co The	West Hartford	Hartford
Union Manufacturing Company	New Britain	
Chucks—Drill		Corrugated Shipping Cases
Jacobs Manufacturing Co The	West Hartford	Connecticut Container Corporation
Chucks & Face Plate Jaws		New Haven
Cushman Chuck Co The	Hartford	Connecticut Corrugated Box Div
Union Mfg Co	New Britain	Robert Gair Co
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Portland
Chucks—Power Operated		D L & D Container Corp
Cushman Chuck Co The	Hartford	87 Shelton Ave
Union Manufacturing Company	New Britain	New Haven
Circuit Breakers		
Trumbull Components Department, General Electric Co	Plainville	
Circulating Pumps		Cosmetic Containers
Corley Co Inc The	Plainville	Eylet Specialty Co The
Clay		Waterbury
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Plume & Atwood Mfg Co The (metal)
Cleaning Compounds		Thomaston
Enthone Inc (Industrial)	New Haven	Scovill Manufacturing Company
Cleansing Compounds		Waterbury
MacDermid Incorporated	Waterbury	
Clock Mechanisms		Cosmetics
Lux Clock Mfg Co The	Waterbury	J B Williams Co The
Clocks		Glastonbury
E Ingraham Co The	Bristol	Cotton and Asbestos Wicking
Seth Thomas Clocks	Thomaston	Bland Burner Co The
United States Time Corporation The	Waterbury	Hartford
Clocks—Alarm		Counting Devices
Lux Clock Mfg Co The	Waterbury	Veeder-Root Inc
Clocks—Automatic Cooking		Hartford
Lux Clock Mfg Co The	Waterbury	Couplings
Clutches		Scovill Manufacturing Company (hose and tube)
Snow-Nabstedt Gear Corp The	New Haven	Waterbury
Clutch Facings		Crushers
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Bridgeport	Farrel-Birmingham Company Inc (Stone and Ore)
Russell Mfg Co The	Middletown	Ansonia
Controls—Remote		Cups—Paper
Panish Controls (Remote Controls for Marine & Aeromatic Applications)	Bridgeport	Continental Can Co Paper Container Div
Controls Remote, Hydraulic		Kensington
Sperry Products Inc	Danbury	
Converters DC to AC		Cushioning for Packaging
Electric Specialty Co	Stamford	B F Goodrich Sponge Products Division
Conveyor Systems		Shelton
Leeds Conveyor Mfg Co The	East Haven	Gilman Brothers Co The
Production Equipment Co	Meriden	Gilman
Copper		
American Brass Corp The (sheet, wire, rods, tubes)	Waterbury	
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport	
Bristol Brass Corp The (steel)	Bristol	Torrington
Chase Brass & Copper Co (sheet, rod, wire tube)	Waterbury	Cutting & Creasing Rule
Hayes-Te Equipment Corp., Connecticut Conveyor Division (Conn-Veyor)	Unionville	Bartholomew Co H I
Thinsheet Metals Co The (sheets and rolls)	Waterbury	Bristol
Western Brass Mills Div Olin Mathieson Chemical Corp	New Haven	Decalcomanias
		Sirocco Screenprints
		New Haven
		Deep Hole Drilling & Reaming
		Hamden Deep Hole Drilling Co
		Wilson Arms Co The
		Hartford (Advt.)

I T ' S M A D E I N C O N N E C T I C U T

Deep Drawings		
Stanley Pressed Metal	New Britain	
Delayed Action Mechanism		
M H Rhodes Inc	Hartford	
R W Cramer Company Inc	The Centerbrook	
Demineralizers		
Crystal Research Laboratories	Hartford	
Design		
Designers for Business and Industry (appearance-product)	New Haven	
Design & Drafting Service		
Smith & Winchester Mfg Co	The South Windham	
Development Work		
Saybrook Manufacturing Inc	Old Saybrook	
Diamonds—Industrial		
Diamond Tool and Die Works	Hartford	
Dictating Machines		
Dictaphone Corporation	Bridgeport	
Gray Manufacturing Company	The Hartford	
SoundScriber Corporation	The New Haven	
Die Cast Dies		
C & F Tool & Die Corp	Bridgeport	
Die Castings		
Mt Vernon Die Casting Co	Stamford	
Newton-New Haven Co Inc	New Haven	
Die Casting Dies		
ABA Tool & Die Co	Manchester	
Eastern Machine Screw Corp	The Truman & Barclay Sts	
Parker-Hartford Corporation	Hartford	
Weinmann Bros Mfg Co	The Derby	
Die Heads—Self Opening		
Eastern Machine Screw Corp	The New Haven	
Geometric Tool Division, Greenfield	Tap & Die Corp	
	New Haven	
Die Polishing Machinery		
Hartford Special Machinery Co	The Hartford	
Die Sets		
Pratt & Whitney Co Inc (Precision)	West Hartford	
Producto Machine Company	The Bridgeport	
Union Mfg Co (precision, steel and semi-steel)	New Britain	
Die Sinkers		
Pratt & Whitney Co Inc	West Hartford	
Dies		
Hoggson & Pettis Mfg Co	The 141 Brewery St	
Mitrametric Co	The (ground for gears)	New Haven
Parker-Hartford Corporation	(plastics and die castings)	Torrington
Pratt & Whitney Co Inc (Monocone and Ducone Dies)	(Monocone and Ducone Dies)	Hartford
Douglas Co Geo M	New Haven	West Hartford
Display Containers		
National Folding Box Co	Div Federal Paper Board Co Inc (folding paperboard)	New Haven and Versailles
Displays—Design & Production		
Stiel & Kutta	New Britain	
Displays—Metal		
Durham Mfg Co	The (Designing & Mfg to customers' specifications)	Durham
Merrim Mfg Co	(Contract Work to Individual Specifications)	Durham
Parsons Co Inc	W A (custom designed)	Durham
Distribution Centers		
Distribution Assemblies Department	General Electric Co	Plainville
Door Closers		
Sargent & Company	New Haven	
Yale & Towne Mfg Co	The Stamford	
Doors		
Bilco Co	The (metal, residential and commercial)	West Haven
Dowel Pins		
Allen Manufacturing Co	The	Hartford
Holo-Krome Screw Corp	The	West Hartford
Drafting Accessories		
Joseph Merritt & Co	Hartford	
Draft Inductors		
Corley Co Inc	The Plainville	
Drill Presses		
Townsend Mfg Co	The H P Elmwood	
Drilling Machines		
Howe & Fant Inc	(Turret Type) East Norwalk	
Pratt & Whitney Co Inc	(Deep Hole) West Hartford	
Drilling and Tapping Machinery		
Hartford Special Machinery Co	The Hartford	
Drop Forgings		
Atwater Mfg Co	Plantsville	
Billings & Spencer Co	The Hartford	
Consolidated Industries	West Cheshire	
Wilcox Crittenden & Co Inc	Middletown	
Druggists' Rubber Sundries		
Seamless Rubber Company	The New Haven	
Duplicating Machines—Automatic		
Pratt & Whitney Co Inc	West Hartford	
Duplicator Tables		
Regent Machine Co	Bridgeport	
Elastic Narrow Fabric		
Essex Mills Inc	Essex	
Electric Cables		
General Electric Company	(for residential, commercial and industrial applications) Bridgeport	
Rockbestos Products Corp	(asbestos insulated) New Haven	
Electric—Commutators & Segments		
Cameron Elec Mfg Co	The (rewinding motors) Ansonia	
Electric Cord Springs		
Bristol Spring Manufacturing Co	Plainville	
Electric Cords		
General Electric Company	Bridgeport	
Rockbestos Products Corp	(asbestos insulated) New Haven	
Electric Eye Control		
Ripley Company Inc	Middletown	
Electric Fixture Wire		
Rockbestos Products Corp	(asbestos insulated) New Haven	
Electric Hand Irons		
Winsted Hardware Mfg Co	(trade mark "Durable") Winsted	
Electric Heating Elements		
Hartford Element Co	Hartford	
Electric Ignition Harnesses		
General Electric Company	Bridgeport	
Electric Insulation		
Case Brothers Inc	Manchester	
Stevens Paper Mills Inc	The Windsor	
Electric Lighting Fixtures		
Fan-Craft Mfg Co	(residential, church, post lanterns) Plainville	
Plume & Atwood Mfg Co	The Thomaston	
Wasley Products Inc	Plainville	
Electric Motor Controls		
Arrow-Hart & Hegeman Electric Co	The Hartford	
Electric Signs		
Berger Sign Co	Hartford	
Electric Switches		
Arrow-Hart & Hegeman Electric Co	The Hartford	
Electric Time Controls		
Cramer Controls Corporation	The Centerbrook	
Electric Underfloor Duct System		
General Electric Company	Bridgeport	
Electric Wire		
General Electric Company	Bridgeport	
Rockbestos Products Corp	(asbestos insulated) New Haven	
Electric Wiring Devices		
Arrow-Hart & Hegeman Electric Co	The Hartford	
Electric Woven Heating Elements		
Pre-Fab Heating Co Inc	Guilford	
Electrical Conduit Fittings & Grounding Specialties		
Gillette-Vibber Company	The New London	
Electrical Connectors		
Burndy Engineering Co Inc	Norwalk	
Electrical Control Apparatus		
Plainville Electrical Products Co	The Plainville	
Electrical Goods		
A C Gilbert Co	New Haven	
Electrical Motors		
Electric Specialty Co	Stamford	
U S Electrical Motors Inc	Milford	
Electrical Recorders		
Bristol Co	The Waterbury	
Electrical Relays and Controls		
Allied Control Co	Plantsville	
Electrical Switchboards		
Plainville Electrical Products Co	The Plainville	
Pneumatic Applications Co	Simsbury	
Electrical Test Equipment		
McNeal J D	New Haven	
Electrical Wiring Systems		
Wiremold Co	The Hartford	
Electronic Parts		
Terrville Manufacturing Co	(Stampings to customer specifications) Terryville	
Electronics		
Gray Manufacturing Company	The Hartford	
McNeal J D	New Haven	
Middletown Mfg Co	(metal cabinets, chassis panels, brackets, cases) Middletown	
Newton Co	The Manchester	
Ripley Co	Middleton	
Sturrup Larabee & Warmers Inc	Middleton	
Electroplating		
City Plating Works Inc	Bridgeport	
National Sherardizing & Machine Co	Hartford	
Waterbury Plating Company	Waterbury	
Electroplating—Equipment & Supplies		
Comco Inc Div of Enthone Inc	New Haven	
Lea Manufacturing Co	Waterbury	
MacDermid Incorporated	Waterbury	
Electroplating Processes & Supplies		
Enthone Inc	New Haven	
United Chromium Incorporated	Waterbury	
Electrotypes		
ADS Inc Div CSW Plastic Types Inc	Hartford	
Barnum-Hayward Electrotec Co Inc	New Haven	
Lockwood Sons Inc Wm H	Hartford	
New Haven Electrotec Div Electrographic Corp	New Haven	
Elevators		
Eastern Elevator Co	(passenger and freight) New Haven	
General Elevator Service Co	Hartford	
Enameling		
Waterbury Plating Company	Waterbury	
Enamels & Lacquers		
Dobbs Chemical Co	The (industrial finishes to customers' specifications) New Haven	
End Milling Cutters		
Pratt & Whitney Co Inc	West Hartford	
End Mills		
Atrax Company	The (solid carbide) Newington	
Engines		
Pratt & Whitney Aircraft Div	United Aircraft Corp (aircraft)	East Hartford
Envelopes		
Curtiss 1000 Inc	Hartford	
United States Envelope Company	Hartford	
Hartford Division		
Envelopes—Stock and Special		
Continental Can Co	Paper Container Div Kensington	
Environmental Testing		
State Testing Laboratory	Bridgeport	

IT'S MADE IN CONNECTICUT

Extractors—Taps	Walton Company The	West Hartford	Flashlights	Bridgeport Metal Goods Mfg Co	Bridgeport	Glass Blowing	Arneo Sign Co (Scientific apparatus)	Meriden	
Extruders and Accessories	Standard Machinery Co The (for the wire and cable mfrs)	Mystic	Electrical Div Olin Mathieson	Chemical Corp	New Haven	Glass Cutters	Macalaster Bicknell Company	New Haven	
Eyelets	American Brass Company The	Waterbury	Bristol Spring Manufacturing Co	Plainville	Glass Cutters	Fletcher-Terry Co The	Forestville		
Mark Eyelet & Stamping Co (small—metal stampings)	(small—metal stampings)	Wolcott	Gemeo Manufacturing Co Inc	Southington	Glass Machinery	Tavano Mfg Co	Torrington		
Platt Bros & Co The P O Box 1030	Waterbury	Thomaston	Pratt & Whitney Co Inc	West Hartford	Gold & Silver Plating	Donham Craft Inc (on metals & plastics)	Thomaston		
Plume & Atwood Mfg Co The	Waterbury	Waterbury	Beaton & Cadwell Mfg Co The	New Britain	Golf Equipment	Horton Mfg Co The (clubs, shafts, balls, bags)	Bristol		
Scovill Manufacturing Company	Waterbury 91	Waterbury	Fullerton Manufacturing Corp	Norwalk	Greeting Cards	A D Steinbach & Sons Inc	New Haven		
Stevens Co Inc	Waterbury	Waterbury	Vanderman Manufacturing Co The	Willimantic	Grinding	Farrel-Birmingham Company Inc (Roll and cylindrical)	Ansonia		
Waterbury Companies Inc	Waterbury	Waterbury	Wiremold Company The	Hartford	Grinding Heads—Internal	Harford Special Machinery Co The (gears, threads, cams and splines)	Hartford		
Eyelets, Ferrules and Wiring Terminals	American Brass Company The	Waterbury	Forgings	Atwater Manufacturing Company	Plantsville	Grinding Machines	Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)	Hartford	
American Brass Company The	Waterbury	Waterbury	Billings & Spencer Company	Hartford	19 Staples St Bridgeport	Pratt & Whitney Co Inc (Pneumatic, High Speed)	West Hartford		
Ball & Socket Mfg Co The	West Cheshire	Waterbury	Capewell Manufacturing Company	Hartford	Grommets	Farrel-Birmingham Company Inc (Roll)	Ansonia		
Cold Forming Mfg Co The	Waterbury	Thomaston	Clark Brothers Bolt Co	Milldale	Ground Rubber Rolls	Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders)	West Hartford		
Plume & Atwood Mfg Co The	Waterbury	Waterbury	Consolidated Industries Inc	West Cheshire	Farrel-Birmingham Company Inc (cam)	Rowbottom Machine Company Inc (cam)	Waterbury		
Stevens Co Inc	Waterbury	Waterbury	Heppenstall Co (all kinds and shapes)	Bridgeport	Guards for Machinery	Saybrook Manufacturing Inc	Old Saybrook		
Waterbury Companies Inc	Waterbury	Waterbury	Scovill Manufacturing Company (Non-ferrous)	Waterbury 91	Hack and Band Saw Blades	Wheeler Co The G E	New Haven		
Fabricators	Scovill Manufacturing Company	(aluminum, brass, bronze, copper, steel)	Waterbury	Foundries	Connecticut Malleable Castings Co (malleable iron castings)	New Haven	Hair Hygiene Preparations	Capewell Manufacturing Co The	Hartford
Fan Blades	Torrington Manufacturing Company The	Torrington	Ductile Iron Foundry Inc	Stratford	American Brass Company The	Plume & Atwood Mfg Co The	Waterbury		
Fancy Dress Buttons and Buckles	Waterbury Companies Inc	Waterbury	Farrel-Birmingham Company Inc (Iron and Steel)	Ansonia	Gear Blocks	Wilcox Crittenden & Co Inc (Alloy steel and Carbide, Hooke and USA)	West Hartford		
Fans—Electric	General Electric Company	Bridgeport	Hartford Electric Steel Corp The	Hartford	Gaskets	Peck Spring Co	Plainville		
Fasteners—Aircraft	Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Charles Parker Company The (brass, bronze, aluminum)	Meriden	Gaskets—Insulation	Furnaces	Plainsville		
Fasteners—Laundry Proof	Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury	Plainville Casting Company (gray, alloy and high tensile irons)	Plainville	Auburn Manufacturing Company The (from all materials)	Norwalk Airconditioning Corp The (warm air oil fired)	South Norwalk		
Fasteners—Slide & Snap	G E Prentice Mfg Co The	Kensington	Producto Machine Company The	Bridgeport	Gauges	Pratt & Whitney Co Inc (Alloy steel and Carbide, Hooke and USA)	West Hartford		
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners)	Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury	Smith & Winchester Mfg Co The	South Windham	Gears	Malleable Iron Fittings Co	Brantford		
Felt	Auburn Manufacturing Company The (mechanical, cut parts)	Middletown	Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy)	Torrington	Gears and Gear Cutting	Wilcox Crittenden & Co Inc	Middleton		
Drycor Felt Company (paper makers and industrial)	Drycor Felt Company (paper makers and industrial)	Staffordville	Union Mfg Co (gray iron & semi steel)	Waterbury	Bristol	Wilcox Crittenden & Co Inc	Waterbury		
Felt—All Purpose	American Felt Co (Mill & Cutting Plant)	Glenville	Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	New Britain	Gears—Gear Cutting	Wilcox Crittenden & Co Inc	Waterbury		
Chas W House & Sons Inc (Mills & Cutting Plant)	Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	Waterman Pen Company Inc	Seymour	Gaskets—Insulation	Wilcox Crittenden & Co Inc	Waterbury		
Fenders—Boat	B F Goodrich Sponge Products Division	Shelton	Foundry Riddles	John P Smith Co The	423-33 Chapel St	Hardness Testers	Wilson Mechanical Instrument Div American Chain & Cable Company Inc	Bridgeport	
Fiber-glass Fabrication	Davis Co The E J	West Haven	Peck Spring Co	Plainville	Fuel Oil Pump and Heater Sets	Peabody Engineering Corporation	Stamford		
Fibre Board	Bird & Son Inc	New Britain	Frames—Hack Saw	Thompson & Son Co The Henry G.	New Haven	Hardware	Bassick Company The (Automotive)	Bridgeport	
Case Brothers Inc	Manchester	Manchester	Wilcox Crittenden & Co Inc	New Haven	Furnaces	City Lumber Co. of Bridgeport, Inc.	Bridgeport		
C H Norton Co The	North Westchester	North Westchester	Norwalk Airconditioning Corp The (warm air oil fired)	South Norwalk	Gage Blocks	Gordon Associates	Derby		
Stevens Paper Mills Inc The	Windsor	Windsor	Pratt & Whitney Co Inc (Alloy steel and Carbide, Hooke and USA)	West Hartford	Gaskets	Harlock Products Corp	New Haven		
File Cards	Standard Card Clothing Co The	Stafford Springs	Galvanizing	Wilcox Crittenden & Co Inc	Middletown	Gaskets—Insulation	Sargent & Company	New Haven	
Filing Equipment	Wassell Organization Inc	Westport	Gases	Auburn Manufacturing Company The (from all materials)	Middletown	Gauges	Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middleton	
Films	Cine-Video Productions Inc	Milford	Gas Range Conversion Burner	Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	Gauge	Yale & Towne Mfg Co The	Stamford	
Finger Nail Clippers	H C Cook Co The	32 Beaver St Ansonia	Gas Scrubbers, Coolers and Absorbers	Tsingris Die Cutting Corp (from all materials)	Waterbury	Heat Elements	Bassick Company The	Bridgeport	
Firearms	Colt's Patent Fire Arms Mfg Co Inc	Hartford	Peabody Engineering Corporation	Stamford	Heat Exchangers	Rostand Mfg Co The	Milford		
Junior Screw Machine Products Inc	West Haven	New Haven	Gaskets—Insulation	American Felt Co	Glenville	Heat Treating	Corbin Cabinet Lock Div American Corp	New Britain	
Marlin Firearms Co The	New Haven	New Haven	Gases	Bristol Co The (pressure and vacuum-recording automatic control)	Waterbury	Bennett Metal Treating Co The	J H Sessions & Son	Bristol	
O F Mosberg & Son Inc	New Haven	New Haven	Gauge	Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum)	Bridgeport	Commercial Metal Treating Co	Yale & Towne Mfg Co The	Stamford	
Remington Arms Company Inc	Bridgeport	Bridgeport	Gears	Manning Maxwell & Moore Inc	Stratford	New Britain Gridley Machine Division	Dorothy Bros Inc	Danbury	
Arms and Ammunition Div	Olin Mathieson Chemical Corp	New Haven	Gears and Gear Cutting	Pratt & Whitney Co Inc (Precision Measurement all types)	West Hartford	The New Britain Machine Co	Berger Brothers Company The	New Haven	
Fire Alarm Systems	Fire-Lite Alarms Inc	New Haven	Gears—Gear Cutting	Mitrametric Co The (blanked fine pitch)	Torrington	Skene Co Inc The William A (metals)	Bennett Metal Treating Co The	Hartford	
Fire Hose	Fabrics Fire Hose (municipal and industrial)	Sandy Hook	Gears—Gear Cutting	Farrel-Birmingham Company Inc	Ansonia	Stanley P Rockwell Co Inc The	1045 New Britain Ave	Elmwood	
Fireplace Goods	American Windshield & Specialty Co The	Milford	Gaskets—Insulation	Fenn Mfg Co The	Newington	Hartford Special Machinery Co The	Commercial Metal Treating Co	Bridgeport	
881 Boston Post Road	423-33 Chapel St	New Haven	Gaskets—Insulation	Hartford Special Machinery Co The	Hartford	New Britain Gridley Machine Division	New Britain	Bridgeport	
John P Smith Co The (screens)	New Haven	New Haven	Gases	Pratt & Whitney Co Inc	West Hartford	The New Britain Machine Co	Skene Co Inc The William A (metals)	Bridgeport	
Fireproof Floor Joists	Dextone Co The	New Haven	Gauge	Pratt & Whitney Co Inc	West Hartford	Stanley P Rockwell Co Inc The	296 Homestead Ave	Hartford (Advt.)	
Fireworks	M Backes' Sons Inc	Wallingford	Gauge	Pratt & Whitney Co Inc	West Hartford	Gears	Electroflex Heat Inc	Hartford	
Fishing Tackle	H C Cook Co The	32 Beaver St	Gears and Gear Cutting	Pratt & Whitney Co Inc	West Hartford	Gears and Gear Cutting	Safeway Heat Elements Inc (woven wire resistance type)	Middletown	
		Ansonia	Gears—Gear Cutting	Pratt & Whitney Co Inc	West Hartford	Gears—Gear Cutting	Whitlock Manufacturing Co The	Hartford	

I T ' S M A D E I N C O N N E C T I C U T

Heat-Treating Equipment	Barnes Co The Wallace Div Associated Spring Corp	Spring Bristol	Insulated Wire & Cable	General Electric Company (for residential commercial and industrial applications)	Lathes—Vertical Turret	Bullard Company The (single spindle)
Bauer & Company Inc	Hartford					Bridgeport
Rock Inc (Retorts, Muffles, etc.)	Fairfield					
Stanley P Rockwell Co Inc The (commercial)	Hartford					
296 Homestead Ave						
Heat Treating Fixtures	Rolock Inc (Trays, Baskets, etc.)	Fairfield	Instruments	Bristol Company The	Lead Plating	Christie Plating Co The
Wiretex Mfg Co Inc	Bridgeport		J-B-T Instruments Inc (Electrical and Temperature)	Waterbury New Haven		Groton
Heat Treating Salts and Compounds	Mitchell-Bradford Chemical Co	Bridgeport	Manning Maxwell & Moore Inc	Stratford	Leather	Norwich Leather Co Herman Roser & Sons Inc (Genuine Pigskin)
			Pratt & Whitney Co Inc (Precision Measuring)	West Hartford		Glastonbury
Heaters—Electric	General Electric Company	Bridgeport	Integrators	Reflectone Corporation The	Leather Dog Furnishings	Andrew B Hendryx Co The
				Stamford		New Haven
Heating and Cooling Coils	G & O Manufacturing Co	New Haven	Inter-Communications Equipment	Connecticut Telephone & Electric Corp	The Smith-Worthington Saddlery Co	The Smith-Worthington Saddlery Co
				Meriden		Hartford
Heating Elements	Hartford Element Co	Hartford	Interval Timers	Lux Clock Manufacturing Company Rhodes Inc M H	Leather Goods Trimmings	G E Prentice Mfg Co The
				Waterbury Hartford		Kensington
Heavy Chemicals	Naugatuck Chemical Division United States Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)		Jacquard	Case Brothers Inc	Leather, Mechanical	Auburn Manufacturing Company
				Manchester		The packings, cubs, washers, etc)
Heavy Machinery	Smith & Winchester Mfg Co The	South Windham	Japanning	J H Sessions & Son	Letterheads	Lehman Brothers Inc (designers, engravers, lithographers)
				Bristol		New Haven
Hex-Socket Screws	Bristol Company The	Waterbury	Jig Borer	Moore Special Tool Co (Moore) Pratt & Whitney Co Inc	Levels—Machinist's Precision	Bullard Company The
				Bridgeport West Hartford		Bridgeport
High Frequency Alternators	Electric Specialty Co	Stamford	Jigs, Fixtures & Gages	Federal Machine & Tool Co	Light Assemblies	Saybrook Manufacturing Inc
				Bristol		Old Saybrook
Highway Guard Rail Hardware	Malleable Iron Fittings Co	Branford	Jig Grinder	Moore Special Tool Co (Moore)	Lighting Accessories—Fluorescent	General Electric Company
				Bridgeport		Bridgeport
Hinges	Homer D Bronson Company	Beacon Falls	Keller Machines	Pratt & Whitney Co Inc	Lighting Equipment	Fullerton Manufacturing Corp
				West Hartford		Miller Co The (Miller, Duplexalite, Norwalk Ivanhoe)
Hobs and Hobbing	ABA Tool & Die Co	Manchester	Key Blanks	Sargent & Company Yale & Towne Mfg Co The	Lines—Braided	Essex Mills Inc
	Parker-Hartford Corporation	Hartford		New Haven Stamford		Essex
	Pratt & Whitney Co Inc (Die and Thread Milling)	West Hartford	Labels	J & J Cash Inc (Woven) Naugatuck Chemical Division United States Rubber Co (for rubber articles)	Lime	New England Lime Company
				South Norwalk Naugatuck		Canaan
Hoists and Trolleys	Union Mfg Company	New Britain	Label Moisteners	Better Packages Inc	Lipstick Cases	Scovill Manufacturing Company
				Shelton		Waterbury
Hose Fittings	Don Mfg Co J M	Naugatuck	Laboratory Equipment	Eastern Industries Inc	Lipstick Containers	Bridgeport Metal Goods Mfg Co
	Scovill Manufacturing Company	Waterbury		New Haven		Plume & Atwood Manufacturing Co
Hose—Flexible Metallic	American Brass Co	Waterbury	Laboratory Supplies	Macalaster Bicknell Company	Lithographers	O'Toole & Sons Inc T
	American Metal Hose Branch			New Haven		Stamford
Hose Supporter Trimmings	Hawie Mfg Co The (So-Lo Grip Tabs)	Bridgeport	Laces	American Fabrics Company The Wilcox Lace Corporation	Lithographing	Kellogg & Bulkeley A Division of Printers Inc
				Bridgeport Middletown		Lehman Brothers Inc
Hospital Signal Systems	Connecticut Telephone & Electric Corp	Meriden	Laces and Nettings	Wilcox Lace Corporation The		A D Steinbach & Sons
				Middletown		Connecticut Hartford New Haven New Haven
Hydraulic Brake Fluids	Eis Manufacturing Co	Middletown	Lacquers & Synthetic Enamels	Chemical Coatings Corporation L-Sis Chemicals Inc	Locks—Banks	Yale & Towne Mfg Co The
				United Chromium Incorporated		Stamford
Hypodermic Needles	Roehr Products Company	Waterbury	Ladders	A W Flint Co 196 Chapel St	Locks—Builders	Sargent & Company Yale & Towne Mfg Co The
				New Haven		New Haven Stamford
Ice Buckets	B F Goodrich Sponge Products Division	Shelton	Laminated Metal	Bridgeport Brass Company	Locks—Cabinet	Excelsior Hardware Co The Vale & Towne Mfg Co The
				Bridgeport		Stamford Stamford
Impregnating	American Metaseal Inc (metal, wood, etc.)	Hamden	Lamps	Plume & Atwood Mfg Co The (metal oil)	Locks—Special Purpose	Vale & Towne Mfg Co The
				Waterbury		Stamford
Industrial Chrome Plating	Mirror Polishing & Buffing Co	Waterbury	Lampholders—Incandescent and Fluorescent	General Electric Company	Locks—Suitcase and Trimmings	Excelsior Hardware Co The
				Bridgeport		Stamford
Industrial Displays	Sansone Co S Frederick (Designers Builders and Counselors)	Short Beach	Lamp Shades	Verplex Company The	Locks—Trunk	Excelsior Hardware Co The Vale & Towne Mfg Co The
				Essex		Stamford Stamford
Industrial Finishes	Chemical Coatings Corporation United Chromium Incorporated	Rocky Hill Waterbury	Lanterns—Battery Operated	Electrical Div Olin Matheson Chemical Corp	Locks—Zipper	Excelsior Hardware Co The Vale & Towne Mfg Co The
				New Haven		Stamford
Industrial Tools—Powder Actuated	Remington Arms Company Inc	Bridgeport	Lathes—Contin-U-Matic	Bullard Company, The (vertical multi-spindle-continuous turning type)	Loom—Non-Metallic	Wiremold Company The
				Bridgeport		Hartford
Inhalators	Cycle-Flo Company The	Milford	Lathes—Man-Au-Trol	Bullard Company The	Lubricants—High Pressure	Alpha Molykote Corp The
				Bridgeport		Stamford
Inks	Waterman Pen Company Inc	Seymour	Lathes—Multi-Au-Matic	Bullard Company The (vertical multi-spindle-indexing type)	Lubricants—Extreme Temperatures	Alpha Molykote Corp The
				Bridgeport		Stamford
Insecticides	American Cyanamid Company	Waterbury	Lathes—Toolroom and Automatic	Pratt & Whitney Co Inc	Lubricating System—Mist	Thompson & Son Co The Henry G.
				West Hartford		New Haven
Instalment Payment Books	Wassell Organization Inc	Westport			Lumber & Millwork Products	City Lumber Co of Bridgeport Inc
						Bridgeport

Black Rock Mfg Company The Standish Associates, Inc.

Bridgeport Fairfield

Collins Company The Collinsville

Machine Design

Smith & Winchester Mfg Co The South Windham (Advt.)

IT'S MADE IN CONNECTICUT

Machine Tool Designers	New Britain	Machines—Forming	West Cheshire New Britain
R & S Company		A H Nilson Mach Co The (four-slide wire and ribbon stock)	Master Engineering Company Stanley Pressed Metal
Machine Tools		Bridgeport	
Bullard Company The	Bridgeport		Metal Mouldings
Farrel-Birmingham Company Inc	Ansonia		Leed Co The H A
Pratt & Whitney Co Inc	West Hartford		
Producto Machine Company The	Bridgeport		Metal Novelties
Machine Tools			H C Cook Co The
Victor Machine Tool Rebuilders Inc (scraping, fitting & aligning)	Bridgeport		32 Beaver St Ansonia
Machine Work			Metal Plating—Gold & Silver
Banthin Engineering Co	Bridgeport		Donham Craft Inc
Black Rock Mfg Company The	Bridgeport		Thomaston
Farrel-Birmingham Company Inc	Ansonia		
Fenn Manufacturing Company The (precision parts)	Newington		Metal Products—Stampings
Hartford Special Machinery Co The (contract work only)	Hartford		American Brass Company The Waterbury Plume & Atwood Manufacturing Co
Joma Tool Co (small assemblies & parts)	Wolcott		
National Sheradizing & Machine Co (job)	Hartford		I H Sessions & Son
Parker-Hartford Corporation	Hartford		Scovill Manufacturing Company (Made-to-Order)
Swan Tool & Machine Co The	Hartford		Stanley Pressed Metal
Torrington Manufacturing Co The (special rolling mill machinery)	Torrington		
Machinery			Metal Specialties
Fenn Manufacturing Company The (special)	Newington		Excelsior Hardware Co The
Hallden Machine Company The (mill)	Thomaston		
Torrington Manufacturing Co The (mill)	Torrington		Metal Spinning
			Moseley Metal Crafts Inc
Machinery—Automatic			West Hartford
Banthin Engineering Company (new and rebuilt)	Bridgeport		Metal Stamping
Machinery—Bolt and Nut			American Brass Company The Waterbury Better Formed Metals Inc
Waterbury Farrel Foundry & Machine Co The	Waterbury		DooVal Tool & Mfg Inc
Machinery—Cold Heading			Excelsior Hardware Co The
Waterbury Farrel Foundry & Machine Co The	Waterbury		Greist Mfg Co The 503 Blake St New Haven
Machinery Dealers & Rebuilders			H C Cook Co The 32 Beaver St Ansonia
Betwinik Brothers	New Haven		Humason Mfg Co The
J L Lucas and Son	Fairfield		Joma Tool Co
State Machinery Co Inc	New Haven		Mohawk Mfg Co (threaded)
Machinery—Extruding			J A Otterbein Company The (metal fabrications)
Standard Machinery Co The	Mystic		I H Sessions & Son
Machinery—Metal-Working			Patent Button Co The
Fenn Mfg Co The	Newington		G E Prentice Mfg Co The
Waterbury Farrel Foundry & Machine Co The	Waterbury		Plume & Atwood Mfg Co The
Pratt & Whitney Co Inc	West Hartford		Saling Manufacturing Company
Machinery—Nut			Stanley Pressed Metal
Waterbury Farrel Foundry & Machine Co The (forming and tapping)	Waterbury		Swan Tool & Machine Co The
Machinery—Screw and Rivet			Terryville Manufacturing Co
Waterbury Farrel Foundry & Machine Co The	Waterbury		Verplex Company The (Contract)
Machinery—Wire Drawing			Waterbury Lock & Specialty Co The
Fenn Mfg Co The	Newington		Milford
Waterbury Farrel Foundry & Machine Co The	Waterbury		Meters—Gas
			Sprague Meter Company
Machinery—Wire Straightening			Bridgeport
Mettler Machine Tool Inc	New Haven		Meters—Parking
Machines			Rhodes Inc M H
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport		Hartford
Coulter & McKenzie Machine Co The (special, new development engineering design and construction)	Bridgeport		Microfilming
Patent Button Company The	Waterbury		American Microfilming Service Company
Machines Automatic			New Haven
Globe Tapping Machine Co	Bridgeport		
A H Nilson Mach Co The (Special)	Bridgeport		Micro-Projectors
Standish Associates, Inc.	Fairfield		Kalart Co., Inc.
Machines—Automatic Chucking			Plainville
Bullard Company The	Bridgeport		Milk Bottle Carriers
New Britain-Gridley Machine Division			John P Smith Co The
The New Britain Machine Co (multiple spindle and double end)	New Britain		423-33 Chapel St
Pratt & Whitney Co Inc (Potter & Johnson)	West Hartford		New Haven
Machines—Brushing			Mill Machinery
Fuller Brush Co The	Hartford		Torrington Manufacturing Company The
Machines—Contin-U-Matic			Torrington
Bullard Company The (vertical multi-spindle—continuous turning)	Bridgeport		Milling Machines
Machines—Draw Benches			Pratt & Whitney Co Inc (Keller Tracer-Controlled Milling Machines) West Hartford
Fenn Manufacturing Company The Newington			Rowbottom Machine Company Inc (cam)
			Waterbury
Metal Cleaners			Mill Products
Apothecaries Hall Co	Waterbury		Scovill Manufacturing Company (aluminum brass, bronze, nickel silver—sheet, rod, wire, tube)
Enthon Inc	New Haven		Waterbury
MacDermid Incorporated	Waterbury		
Metal Finishes			Mill Supplies
Enthon Inc	New Haven		Wilcox-Crittenden Div North & Judd Mfg Co
Mitchell-Bradford Chemical Co	Bridgeport		Middletown
United Chromium Incorporated	Waterbury		
Metal Finishing			Millwork
Hartford Industrial Finishing Co	Hartford		Hartford Builders Finish Co
National Sheradizing & Machine Co	Hartford		Hartford
Waterbury Plating Company	Waterbury		
Mixing Equipment			Miniature Precision Connectors
Eastern Industries Inc	New Haven		Gorn Electric Co
Gabb Special Products Div The E Horton & Son Co	Windsor Locks		Stamford
Mobile Radio			
Connecticut Telephone & Electric Corp			
			Meriden (Advt.)

IT'S MADE IN CONNECTICUT

Model Work		
B & N Tool & Engineering Co (instruments and timing devices)	Oakville	
Mops		
Fuller Brush Co The	Hartford	
Motion Picture Equipment		
Kalart Co., Inc., The (16 mm Sound and Silent Projectors, Film Splicers & Rewinders)	Plainville	
Motor Control Centers		
Distribution Assemblies Department, General Electric Co	Plainville	
Motor-Generator Sets		
Electric Specialty Co	Stamford	
Motor Overload Protectors		
Sperry Products Inc	Daubury	
Motors-Electric Timing		
Cramer Controls Corporation The	Centerbrook	
Motors-Synchronous		
Cramer Controls Corporation The	Centerbrook	
Electric Specialty Co	Stamford	
Moulded Plastic Products		
Butterfield Inc T F	Naugatuck	
Patent Button Co The	Waterbury	
Waterbury Companies Inc	Waterbury	
Watertown Mfg Co The	117 Echo Lake Road	Watertown
Mouldings		
Himmel Brothers Co The (architectural, metal and store front)	Hamden	
Moulds		
ABA Tool & Die Co	Manchester	
Hoggson & Pettis Mfg Co The (steel)		
114 Brewery St	New Haven	
Parker-Hartford Corporation (compression, injection & transfer for plastics)	Hartford	
Name Plates		
Seton Name Plate Co. (metal & plastic name plates and identification tags)	New Haven	
Napper Clothing		
Standard Card Clothing Co The (for textile mills)	Stafford Springs	
Nettings		
Wilcox Lace Corp The	Middletown	
Newspaper Mats		
Lockwood Sons Inc Wm H	Marietta	
Nickel Anodes		
Apothecaries Hall Co	Waterbury	
Nickel Silver		
American Brass Company The	Waterbury	
Bridgeport Brass Company	Bridgeport	
Plume & Atwood Mfg Co The	Thomaston	
Seymour Mfg Co The	Seymour	
Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury	
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip)	New Haven	
Nickel Silver Ingots		
Whipple and Choate Company The	Bridgeport	
Night Latches		
Sargent & Company	New Haven	
Yale & Towne Mfg Co Inc	Stamford	
Non-ferrous Metal Castings		
Miller Company The	Meriden	
Charles Parker Co	Meriden	
Nuts, Bolts and Washers		
Clark Brothers Bolt Co	Middletown	
Office Equipment		
Pitney-Bowes Inc	Stamford	
Underwood Corporation	Bridgeport & Hartford	
Wassell Organization Inc	Westport	
Offset Printing		
Kellogg & Bulkeley A Division of Printers Inc	Connecticut	
Hartford		
Oil Burners		
Miller Company The (domestic)	Meriden	
Peabody Engineering Corp (Mechanical and/or Steam Atomizer)	Stamford	
Silent Glow Oil Burner Corp The		
1477 Park St	Hartford	
Oil Tanks		
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground)	South Norwalk	
Whitlock Manufacturing Co The	Hartford	
Oils-Cutting		
Anderson Oil Co Inc F E	Portland	
Open Knife Switches and Accessories		
Trumbull Components Department, General Electric Co	Plainville	
Optical Cores & Ingots		
Plume & Atwood Mfg Co The	Thomaston	
Otis Woven Awning Stripes		
The Falls Company	Norwich	
Ovens-Electric		
Bauer & Company Inc	Hartford	
Package Sealers		
Better Packages Inc	Shelton	
Packaging & Packing		
Mercer & Stewart Co The	Hartford	
Packing		
Auburn Manufacturing Company The (leather, rubber, asbestos, fibre)	Middleton	
Raybestos Division of Raybestos-Manhattan Inc (Asbestos and Rubber Sheet)	Bridgeport	
Padlocks		
Sargent & Company	New Haven	
Waterbury Lock & Specialty Co The	Milford	
Yale & Towne Mfg Co Inc	Stamford	
Pads-Office		
The Baker Goodyear Company	New Haven	
Paging Loudspeaker Systems		
Thomsen's Audio Co.	Stamford	
Paints		
Tredennick Paint Manufacturing Co The	Meriden	
Paints and Enamels		
Stamine Corp The	New Haven	
Panelboards-Lighting and Distribution		
Distribution Assemblies Department, General Electric Co	Plainville	
Panellyte		
Leed Co The H A	Hamden	
Pants		
Moore Special Tool Co (crush wheel dresser)	Bridgeport	
Paperboard		
Federal Paper Board Co Inc		
Montville, New Haven & Versailles Gair Company Inc Robert	Montville	
Robertson Paper Box Co	Montville	
New Haven Pulp and Board Co The	New Haven	
Paper Box-Partitions		
American Rondo Corporation (specialty partitions)	Hamden	
Paper Boxes		
Atlantic Carton Corp (folding)	Norwich	
National Folding Box Co Div Federal Paper Board Co Inc (folding)	New Haven & Versaille	
New Haven Board and Carton Co The	New Haven	
Millis Inc H J	Bristol	
Robertson Paper Box Co (folding)	Montville	
Paper Boxes-Folding and Setup		
Bridgeport Paper Box Company	Bridgeport	
M Backes' Sons Inc	Wallingford	
Paper Clips		
H C Cook Co The (steel)	32 Beaver St Ansonia	
Paper Mill Machinery		
Farrel-Birmingham Company Inc	Ansonia	
Paper Tubes and Cores		
Sonoco Products Co (Climax-Lowell) Div	Mystic	
Parachute Cord		
Essex Mills Inc	Essex	
Parallel Tubes		
Sonoco Products Co (Climax-Lowell) Div	Mystic	
Parking Meters		
Rhodes Inc M H	Hartford	
Parts		
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordnance, etc.-blanched, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished)	Waterbury	
Pattern-Makers		
Farrel-Birmingham Company Inc	Ansonia	
Pattern Shop		
Smith & Winchester Mfg Co The	South Windham	
Penlights		
Bridgeport Metal Goods Mfg Co	Bridgeport	
Pet Furnishings		
Andrew B Hendrix Co The	New Haven	
Phosphor Bronze		
American Brass Company The	Waterbury	
Bridgeport Brass Company	Bridgeport	
Miller Company The (sheets, strips, rolls)	Meriden	
Seymour Mfg Co The	Seymour	
Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury	
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip)	New Haven	
Phosphor Bronze Ingots		
Whipple and Choate Company The	Bridgeport	
Photo Engraving		
Dowd Wyllie & Olson Inc	Hartford	
Wilcox Photo Engraving Co Inc	New Haven	
Photoflash Batteries		
Electrical Div Olin Mathieson Chemical Corp	New Haven	
Photographic Equipment		
Electrical Div Olin Mathieson Chemical Corp	New Haven	
Kalart Company Inc	Plainville	
Piano Repairs		
Pratt Read & Co Inc (keys and action)	Ivoryton	
Piano Supplies		
Pratt Read & Co (keys and actions, backs, plates)	Ivoryton	
Pins		
CEM Company ("Spiral")	Danielson	
Pin Up Lamps		
Verplex Company The	Essex	
Pipe		
American Brass Co The (brass and copper)	Waterbury	
Bridgeport Brass Co (brass and Copper)	Bridgeport	
Chase Brass & Copper Co (red brass and copper)	Waterbury	
Howard Co (cement well and chimney)	New Haven	
Pipe Fitters Hand Tools		
Capewell Manufacturing Company	Hartford	
Pipe Fittings		
Corley Co Inc	Plainville	
Malleable Iron Fittings Co	Branford	
Pipe Plugs		
Holo-Krome Screw Corporation The (counter-sunk)	West Hartford	
Pipe Plugs-Socketed		
Holo-Krome Screw Corp The	West Hartford	
Pistols & Revolvers		
Colt's Patent Fire Arms Mfg Co Inc	Hartford	
Plastic Coatings		
Bischoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton	
Plastic Bottles		
Plax Corporation	Bloomfield	
Plastic Buttons		
Frank Parizek Manufacturing Co The	West Willington	
Patent Button Co The	Waterbury	
Plastic Fabrication		
Humphrey Fabricating Corporation	Unionville	
Plastic Film & Sheet Materials		
Plax Corporation	Bloomfield	
Plastic Film and Sheeting Materials		
Gilman Brothers Co, The	Gilman	
Plastic Lining Equipment		
Comco Inc Div of Enthone Inc	New Haven	
Plastic Pipe and Fittings		
Comco Inc Div of Enthone Inc	New Haven	
Plastic Molders		
Plastic Molding Corporation	Sandy Hook	
Plastic Molding		
Butterfield Inc T F	Naugatuck	
U S Plastic Molding Corporation	Wallingford	
Plastic-Moulder		
Conn Plastics	Waterbury	
Waterbury Companies Inc	Waterbury	
Watertown Mfg Co The	Watertown	
Plastic Printing Plates		
ADS Inc Div CSW Plastic Types Inc	Hartford	
Lockwood Sons Inc Wm H	Hartford	
Plastic Wire Coating Materials		
Electronic Rubber Co	Stamford	
Plastics		
B F Goodrich Sponge Products Division	Sherman	
Naugatuck Chemical Division	United States	
Rubber Co	Naugatuck	
	(Advt.)	

IT'S MADE IN CONNECTICUT

Plastics Machinery		Presses—Power		Reduction Gears
Black Rock Mfg Company The Farrel-Birmingham Company Inc	Bridgeport Ansonia	Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation)	Waterbury Farrel Foundry & Machine Co The Waterbury	Farrel-Birmingham Company Inc Ansonia Snow-Nahstedt Gear Corp The New Haven
Plastics Plated—Gold & Silver	Thomaston			Refractories
Donham Craft Inc				Howard Company New Haven Mullite Refractories Company The Shelton
Plastics—Molds & Dies		Pressure Vessels		Refrigeration
Crown Tool & Die Co Inc Parker-Hartford Corporation (for plastics)	Bridgeport Hartford	Norwalk Tank Co Inc The (unified to ASME Code Par U 69-70)	South Norwalk	Dunham-Bush Inc West Hartford
Plasticrete Bloc	Hamden	Whitlock Manufacturing Co The	Hartford	Regulators
Plasticrete Corp				Norwalk Valve Company (for gas and air)
Platers		Printing		Sorensen & Company Inc South Stamford
Acme Chromium Plating Co Christie Plating Co City Plating Works Patent Button Co The Water Plating Company Chromium Process Company The Plating only	New Haven Groton Bridgeport Waterbury Waterbury (Chromium Shelton)	Allied Printing Services, Inc. Bussmann Press Inc Case Lockwood & Brainard A Division of Connecticut Printers Inc Finlay Brothers Heminway Corporation The Hildreth Press Hunter Press Lehman Brothers Inc Taylor & Greenough Co The T B Simonds Inc A D Steinbach & Sons The Walker-Rackliff Company	Manchester New Haven Hartford Bristol Hartford Wethersfield Hartford New Haven New Haven	Research & Development Raymond Engineering Laboratories (Electro-Mechanical)
Platers' Equipment	Waterbury	Banthin Engineering Co (automatic)	Bridgeport	Resistance Wire
Apothecaries Hall Company Comco Inc Div of Enthone Inc Lea Manufacturing Co The MacDermid Incorporated	New Haven Waterbury Waterbury	Thomas W Hall Company	Stamford	C O Jellif Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)
Platers Metal	Thomaston			Kanthal Corporation The Stamford
Plume & Atwood Mfg Co The				Respirators
Plating	Groton			American Optical Company Safety Products Division Putnam
Christie Plating Co The (including lead plating)				Resuscitators
City Plating Works Inc Superior Plating Co	Bridgeport Bridgeport	ADS Inc Div CSW Plastic Types Inc Lockwood Sons Inc Wm H	Hartford	Cycle-Flo Company The Miltore
Plating on Metals & Plastics	Thomaston			Retainers
Donham Craft Inc				Hartford Steel Ball Co The (bicycle & automobile)
Plating Processes and Supplies				Rigid Plastic Sheet Material
Enthone Inc United Chromium Incorporated	New Haven Waterbury	Banthin Engineering Co (engraved)	Hartford	Gilmor Brothers Company, The Gilmair
Plumbers' Brass Goods				Riveting Machines
Bridgeport Brass Co Keeney Mfg Co The (special bends)	Bridgeport	Ripley Company Inc Middletown		Grant Mfg & Machine Co The Bridgeport
Scovill Manufacturing Company	Waterbury 48	Wassell Organization Inc Westport		Ripley Company Inc Middletown
Plumbing Specialties				H P Townsend Manufacturing Co The Elmwood
Risdon Manufacturing Co John M Russell Div	Russell Naugatuck			
Pole Line Hardware		Profilers		Rivets
Malleable Iron Fittings Co	Branford	Pratt & Whitney Co Inc West Hartford		Clark Brothers Bolt Co Milldale
Police Equipment				Plume & Atwood Mfg Co The Thomaston
The Smith-Worthington Saddlery Co	Hartford	Kalart Co., Inc., The (16mm Sound and Silent Projectors)	Plainville	Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)
Polishing				Bridgeport
Mirror Polishing & Buffing Co	Waterbury			Raybestos Div of Raybestos-Manhattan Inc The (iron)
Polishing & Buffing	Bridgeport	Propellers—Aircraft		Bridgeport
General Polishing & Buffing		Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Windsor Locks	American Brass Company The (copper, brass, bronze)
Poly Chokes				Waterbury
Poly Choke Company The (a shotgun choking device)	Tariffville	Bischoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton	Bridgeport Brass Company Bridgeport
Postage Meters		Harrison Company The A S (Waxes)	South Norwalk	Bristol Brass Corp The (brass and bronze)
Pitney Bowes Inc	Stamford			Scovill Manufacturing Company (aluminum, brass, bronze, etc.) Waterbury
Potentiometers—Electronic		Publishers		
Bristol Company The	Waterbury	O'Toole & Sons Inc The Stamford		
Precision Electronic Chassis		Pumps		
Saybrook Manufacturing Inc Old Saybrook		Sumo Pumps Inc (Deep-well electro-submersible)	Stamford	
Precision Machine Tool Spindles		Yale & Towne Mfg Co The Stamford		
Whitton Manufacturing Co (for milling, grinding, boring & drilling)	Farmington			
Precision Manufacturing		Pumps—Small Industrial		
Newton Co The (the aircraft parts)	Manchester	Eastern Industries Inc New Haven		
Precision Revolving Machinery				
Whitton Manufacturing Co	Farmington			
Precision Springs & Wire Forms		Punches		
Rowley Spring Co Inc The	Bristol	Hoggson & Pettis Mfg Co The (ticket & cloth)	New Haven	
Pre-Cut Cottages		141 Brewery St		
Federal Homes Corporation	Canaan			
Pre-Engineered Homes		Putty Softeners—Electrical		
Federal Homes Corporation	Canaan	Fletcher Terry Co The Box 415 Forestville		
Premium Specialties				
Waterbury Companies Inc	Waterbury			
Preservatives—Wood, Rope, Fabric		Pyrometers		
Darworth Incorporated ("Cuprinol") ("Cellu-san")	Simsbury	Bristol Co The (recording and controlling)	Waterbury	
Pressboard				
Case & Risley Press Paper Co (genuine)	Oneoco			
Press Papers	Manchester	Radiation—Finned Copper		
Case Brothers Inc		Bush Manufacturing Co West Hartford		
Presses		G & O Manufacturing Company The		
Farrel-Birmingham Company Inc (Hydraulic)		Vulcan Radiator Co The (steel and copper)	Hartford	
		Radiators—Engine Cooling		
		G & O Manufacturing Co New Haven		
		Radioactive Inspection		
		State Testing Laboratory Bridgeport		
		Ratchet Offset Screw Driver		
		Chapman Co J W Durham		
		Rayon Staple Fiber		
		Hartford Rayon Corp The Rocky Hill		
		Reamers		
		Atrax Company The (solid carbide) Newington		
		Pratt & Whitney Co Inc (All types)	West Hartford	
		Record Equipment		
		Wassell Organization Inc (filing equipment)	Westport	
		Recorders		
		Bristol Co The (automatic controllers, temperature, pressure, flow, humidity)	Waterbury	

IT'S MADE IN CONNECTICUT

Springs—Wire	Surgical Dressings	Timers, Interval
Barnes Co The Wallace Div Associated Spring Corp	Acme Cotton Products Co Inc	A W Haydon Co The
Bristol Spring Manufacturing Co	Seamless Rubber Company The	H C Thompson Clock Co The
Colonial Spring Corporation The	Hartford	Cramer Controls Corporation The
Connecticut Spring Corporation The (compression, extension, torsion)	(compression, extension, torsion)	Centerbrook
Foursome Manufacturing Co	Hartford	Rhodes Inc M H
Humana Mig Co The	Plainville	
D R Templeman Co (coil and torsion)	Forestville	
J W Bernston Company (coil and torsion)	Plainville	
Newcomb Spring Corp The	Plainville	
Peck Spring Co	Plainville	
Springs, Wire & Flat		
Peck Spring Co	Plainville	Timing Devices
Sprinklers		B & N Tool & Engineering Co (development and model work)
Scovill Manufacturing Company (GREEN SPOT)	Waterbury	Cramer Controls Corporation The
Stamped Metal Products		A W Haydon Co The
American Brass Company The	Waterbury	Lux Clock Manufacturing Company
Stampings		Rhodes Inc M H
C & H Mfg Co Inc	Watertown	Seth Thomas Clocks
Donahue Mfg Co Inc	Watertown	United States Time Corporation The
DooVal Tool & Mfg Inc The	Naugatuck	
Foursome Manufacturing Co	Bristol	
Joma Tool Co	Wolcott	
Plume & Atwood Mfg Co The (small)	Thomaston	
Saybrook Manufacturing Inc	Old Saybrook	
Scovill Manufacturing Company	aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled)	
Stanley Pressed Metal	Waterbury	
Stampings—Small		
Acme Shear Co The	Bridgeport	
Barnes Co The Wallace Div Associated Spring Corp	Bristol	
Barrett Co William L	Bristol	
Bristol Spring Manufacturing Co	Plainville	
Grist Manufacturing Co The	New Haven	
Humason Mfg Co The	Forestville	
Stamps		
Hoggon & Pettis Mfg Co The (steel)	141 Brewery St	
Parker-Hartford Corporation (steel)	Hartford	
Stationery Specialties		
American Brass Company The	Waterbury	
Steel-Alloy and Stainless Bars		
Northeastern Steel Corporation	Bridgeport	
Steel Castings		
Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron)	Hartford	
Malleable Iron Fittings Co	Branford	
Nutmeg Crucible Steel Co	Branford	
Steel—Cold Finished Bars		
Northeastern Steel Corporation	Bridgeport	
Steel—Cold Rolled Spring		
Barnes Co The Wallace Div Associated Spring Corp	Bristol	
Steel—Cold Rolled Stainless		
Ulrich Stainless Steels	Wallingford	
Wallingford Steel Company	Wallingford	
Steel—Cold Rolled Strip		
Stanley Works The	New Britain	
Steel—Cold Rolled Strip and Sheets		
Detroit Steel Corporation	New Haven	
Wallingford Steel Company	Wallingford	
Steel Goods		
Merriam Mfg Co (sheets products to order)		
Steel—Ground Flat Stock		
Thompson & Son Co The Henry G.	New Haven	
Steel—Hot Roll Bars		
Northeastern Steel Corporation	Bridgeport	
Steel Rolling Rules		
Waterbury Lock & Specialty Co The	Milford	
Steel Strapping		
Stanley Works The	New Britain	
Stereotypes		
ADS Inc Div CSV Plastic Types Inc	Hartford	
New Haven Electroteype Div Electrographic New Haven		
Stop Clocks, Electric		
H C Thompson Clock Co The	Bristol	
Storage Batteries		
R A E Storage Battery Mfg Co	Glastonbury	
Straps, Leather		
Auburn Manufacturing Company	The (textile, industrial, skate, carriage)	Middlebury
Strip Steel		
Dolan Steel Company Inc	Bridgeport	
Structural Moldings		
Leed Co The H A	Hamden	
Studio Couches		
Waterbury Mattress Co	Waterbury	
Super Refractories		
Mullite Refractories Company The	Shelton	
Surface Metal Raceway & Fittings		
Wiremold Company The	Hartford	
Thread		
American Thread Co The	Willimantic	
Belding Heminway Corticelli	Putnam	
Max Pollack & Co Inc	Groton and Willimantic	
Wm Johl Manufacturing Co	Mystic	
Thread Chasers		
Geometric Tool Division, Greenfield	Tap & Die Corp	New Haven
Thread Gages		
Hanson-Whitney Company The	Hartford	
Pratt & Whitney Co Inc	West Hartford	
Thread Milling Machines		
Hanson-Whitney Company The	Hartford	
Pratt & Whitney Co Inc	West Hartford	
Thread Rolling		
Bland Burner Co., The, Thread Products Div.	Hartford	
Thread Rolling Machinery		
Hartford Special Machinery Co The	Hartford	
Threading Machines		
Grant Mfg & Machine Co The (double end automatic)	Bridgeport	
Tubers		
Standard Machinery Co The (tubers for both rubber and plastic industries)	Mystic	
Tubes—Collapsible Metal		
Sheffield Tube Corp The	New London (Advt.)	

IT'S MADE IN CONNECTICUT

Tubing	Washers	Wire Arches & Trellises
American Brass Co The (brass and copper) Waterbury	American Felt Co (felt) Glenville	Hartford Wire Works Co The Hartford
Bridgeport Brass Company (brass and copper) Bridgeport	Auburn Manufacturing Company The (all materials) Middletown	John P Smith Co The New Haven
G & O Manufacturing Co (finned) New Haven	Clark Brothers Bolt Co Milldale	
Scoville Manufacturing Company (Brass and Copper) Waterbury 91	Humphrey Fabricating Corp Unionville	
Tubing—Flexible Metallic	Plume & Atwood Mfg Co The (brass & copper) Thomaston	
American Brass Co Metal Hose Waterbury Branch	J H Rosenbeck Inc Torrington	
Tubing—Heat Exchanger	Saling Manufacturing Company (made to order) Unionville	
American Brass Company The Waterbury		
Scovill Manufacturing Company Waterbury 91		
Tumbling Barrels and Accessories		
Wheeler Company The G. E. New Haven		
Tumbling Equipment & Supplies		
Esbec Barrel Finishing Corp Byram		
Tumbling Service		
Esbec Barrel Finishing Corp Meriden		
Turntables		
Macton Machinery Company Inc (industrial & display) Stamford	Penfield Mfg Co Meriden	
Typewriters	Whitlock Manufacturing Co The (instantaneous & storage) Hartford	
Royal Typewriter Co Inc Hartford	Bauer & Company Inc Hartford	
Underwood Corporation	Water Heaters—Electric	
Royal Typewriter Company Inc Hartford	Holyoke Heater Corp of Conn Inc Hartford	
Underwood Corporation	Water Heaters—Gas or Kerosene	
Royal Typewriter Company Inc Hartford	Harrison Company The A S (and other protective coatings) South Norwalk	
Underwood Corporation	Waxes	
Hartford and Bridgeport	Fuller Brush Co The Hartford	
Ultrasonic Processing Equipment	Waxes—Floor	
General Ultrasonics Co The Hartford	Saling Manufacturing Company (hammer & axe) Unionville	
Undercrafter Rolls	Wedges	
Sonoco Products Co (Climax-Lowell Div) Mystic	Storts Welding Company (tanks and fabrication) Meriden	
Vacuum Bottles and Containers	Welding	
American Thermos Products Co Norwich	Aircraft Welding & Mfg Co Inc (aluminum, stainless steel, magnesium) Wallingford	
Vacuum Cleaners	Connecticut Welders Inc (fabrication & repairs) Ansonia	
Electrolux Corporation Old Greenwich	Farrel-Birmingham Company Inc New Haven	
Spencer Turbine Co The Hartford	G E Wheel Company (Fabrication of Steel & Non-Ferrous Metals) New Haven	
Valves—Automobile Tire	Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford	
Bridgeport Brass Company Bridgeport	Welding—Lead	
Valves	Connecticut Welders Inc (tanks & coils) Wallingford	
Norwalk Valve Company (sensitive check valves) South Norwalk	Storts Welding Company (tanks and fabrication) Meriden	
Valves—Aircraft	Welding Rods	
Bridgeport Thermostat Div Robertshaw-Fulton Controls Co Milford	American Brass Company The Waterbury	
Valves—Radiator Air	Bridgeport Brass Company Bridgeport	
Bridgeport Brass Company Bridgeport	Bristol Brass Co The (brass & bronze) Bristol	
Valves—Relief & Control	Church Co The Stephen B Seymour	
Beaton & Caldwell Mfg Co New Britain	Wells	
Valves—Safety & Relief	George P Clark Co Windsor Locks	
Manning Maxwell & Moore Inc Stratford	Wicks	
Vanity Boxes	American Felt Co Glenville	
Bridgeport Metal Goods Mfg Co Bridgeport	Auburn Manufacturing Company The (felt, asbestos)	
Plume & Atwood Manufacturing Co Thomaston	Holyoke Heater Corp of Conn Inc Hartford	
Scovill Manufacturing Company Waterbury	Wiffle Ball	New Haven
Varnishes	Window & Door Guards	
Staminite Corp The New Haven	Hartford Wire Works Co The Hartford	
Velvets	Smith Co The John P New Haven	
American Velvet Co (owned and operated by A Wimpfheimer & Bro Inc) Stonington	Window Shades	
Leiss Velvet Mfg Co Inc The Willimantic	New England Shade & Blind Co Inc Durham	
Venetian Blinds	Wiping Cloths	
Findell Manufacturing Company Manchester	Federal Textile Corporation New Haven	
Jennings Company The S Barry New Haven	Wire	
New England Shade & Blind Co Inc Durham	American Brass Company The Waterbury	
Venetian Blind Tape	Atlantic Wire Co The (steel) Branford	
Russell Manufacturing Company The (woven cotton and woven plastic) Middletown	Bartlett Hair Spring Wire Co The (hair spring) North Haven	
Ventilating Systems	Bridgeport Brass Company (brass and silicon bronze) Bridgeport	
Colonial Blower Company Plainville	Bristol Brass Corp The (brass & bronze) Bristol	
Vertical Shapers	Driscoll Wire Co The (steel) Shelton	
Pratt & Whitney Co Inc West Hartford	Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted	
Vibrators—Pneumatic	Platt Bros. & Co The (zinc wire) Waterbury	
Branford Co The (industrial) New Haven	P O Box 1030	
Vinyl Extrusion & Moulding Compounds	Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston	
Electronic Rubber Co Stamford	Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91	
Vises	Wire and Cable	
Charles Parker Co The Meriden	Continental Wire Corp (for industrial and military applications) Wallingford	
Fenn Manufacturing Company The (Quick-Action Vises) Newington	General Electric Company (for residential, commercial and industrial applications) Bridgeport	
Vanderbilt Manufacturing Co The (Combination Bench Pipe) Willimantic	Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven	
Wall Paper		
Stamford Wall Paper Co Inc Stamford		
Wire Arches & Trellises		
Hartford Wire Works Co The Hartford		
John P Smith Co The New Haven		
423-33 Chapel St		
Wire Baskets		
Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport		
Wire Cloth		
Hartford Wire Works Co The Hartford	C O Jeliff Mfg Co The (all metal, all meshes) Southport	
John P Smith Co The New Haven	Pequot Wire Cloth Co Inc Norwalk	
423-33 Chapel St	Rock Inc (Alloy) Seymour	
	Smith Co The John P New Haven	
Wire Dipping Baskets		
Hartford Wire Works Co The Hartford	423-33 Chapel St	
John P Smith Co The New Haven		
Wire Drawing Dies		
Waterbury Wire Die Co The Waterbury		
Wire Forming Machinery		
Torrington Manufacturing Company The Torrington		
Wire Formings		
G E Prentice Mfg Co The Kensington		
Master Engineering Company The West Cheshire		
North & Judd Manufacturing Co New Britain		
Peck Spring Co Plainville		
Turner & Seymour Manufacturing Co The Torrington		
Verplex Company The Essex		
Wire Forms		
Barnes Co The Wallace Div Associated Spring Corp		
Bristol Spring Manufacturing Co Plainville		
Central Spring Co. (short run orders)		
Wire Goods		
American Buckle Co The (overall trimmings) West Haven		
Patent Button Co The Waterbury		
Scovill Manufacturing Company (To Order) Waterbury 91		
Wire Partitions		
Hartford Wire Works Co The Hartford		
John P Smith Co The 423-33 Chapel St		
Wire Products		
Humason Mfg Co The Forestville		
Peck Spring Co Plainville		
Plume & Atwood Mfg Co The (to order) Thomaston		
Wire Reels		
A H Nilson Mach Co The Bridgeport		
Wire Rings		
American Buckle Co The (pan handles and tinniers' trimmings) West Haven		
Humason Mfg Co The Forestville		
Peck Spring Co Plainville		
Templeman Co D R Plainville		
Terryville Manufacturing Co Terryville		
Wire Specialties		
Andrew B Hendryx Co The New Haven		
Wiring Devices		
Harvey Hubbell Inc Bridgeport		
Wood Scrapers		
Fletcher-Terry Co The Forestville		
Woodwork		
C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford		
Hartford Builders Finish Co Hartford		
Woven Feats—Wool		
Chas W House & Sons Inc (Mills & Cutting Plant) Unionville		
Yarns		
Aldon Spinning Mills Corporation The (fine-woven and specialty) Talcottville		
Ensign-Bickford Co The (jute-carpet) Simsbury		
Hartford Spinning Incorporated (Wollen, knitting and weaving yarns) Unionville		
Zinc		
Platt Bros. & Co The (ribbon, strip and wire) Waterbury		
9 Zinc Castings		
Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)		



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MILDALE, CONN.**

Partners Three

(Continued from page 51)

has but to scan the press to realize that the terminology "Career Institute" has come into a wide use since 1950. Many modifications of existing vocational guidance procedures can be traced to the impact of the program pioneered by Meriden Industrialists, Businessmen and Educators.

Many Industrial Exhibits

No article would be complete without a word of thanks for the many exhibits staged in the Meriden High School by the industrial plants of the Meriden-Wallingford area. It is most fitting that the pictures included with this article are of the International Silver Company's recent visit to the Meriden High School, because it was the International that presented the first exhibit to be held under the Meet Meriden Industry Program. Among the many participants presenting industrial exhibits were: The Miller Company, The Charles Parker Company, The New Departure Company, Meriden Division, the Meriden Division of Pratt and Whitney, Connecticut Telephone and Electric Company, Connecticut Light and Power, the Ellmore Silver Company, the Revere Corporation of America, American Cyanamid, and the Southern New England Telephone Company.

Business Pattern

(Continued from page 53)

Connecticut factory workers advanced to a record \$1.98. This is 14% above the January 1954 base figure of \$1.74.

Total wages have followed a more irregular path. In February they stood at \$85.49, an increase of 19% since January of '54.

Employment

Attention is often directed to the fact that of the State's total non-farm workers, one half are engaged in manufacturing.

Analysis of the composition of this important industrial force leads to a number of observations.

As a group, the workforce of the nonmetallic industries has shown little fluctuation in recent years.

In contrast, the metallic group, which employs 3 out of every 4 workers in manufacturing concerns, has accounted for nearly all the growth in the total.

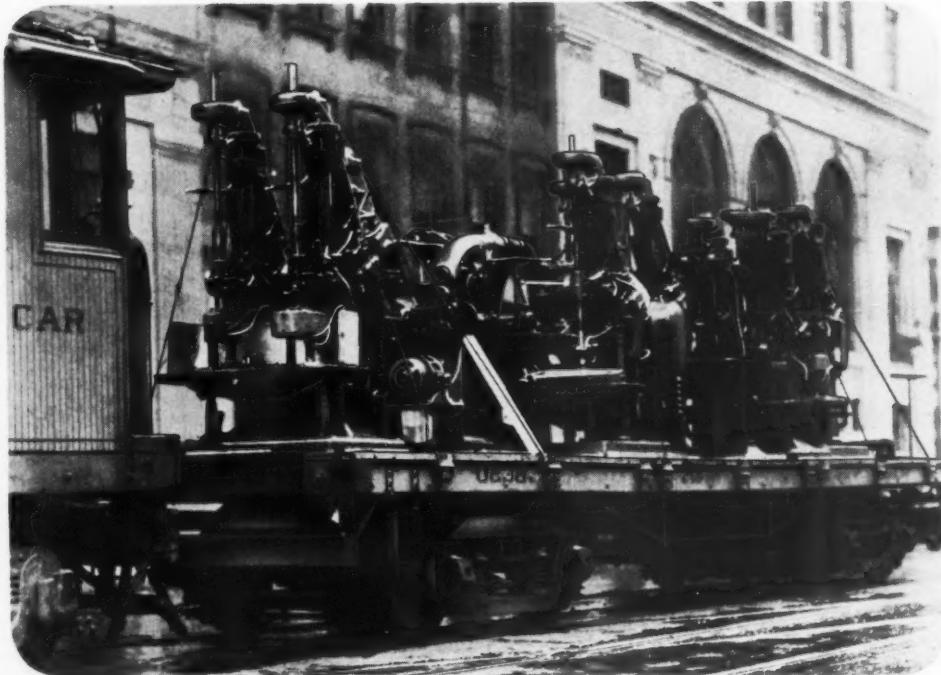
However, it is significant to note that nearly all of this rise has taken place in one industry, namely aircraft.

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HISTORIC HARTFORD

... a scene that  remembers



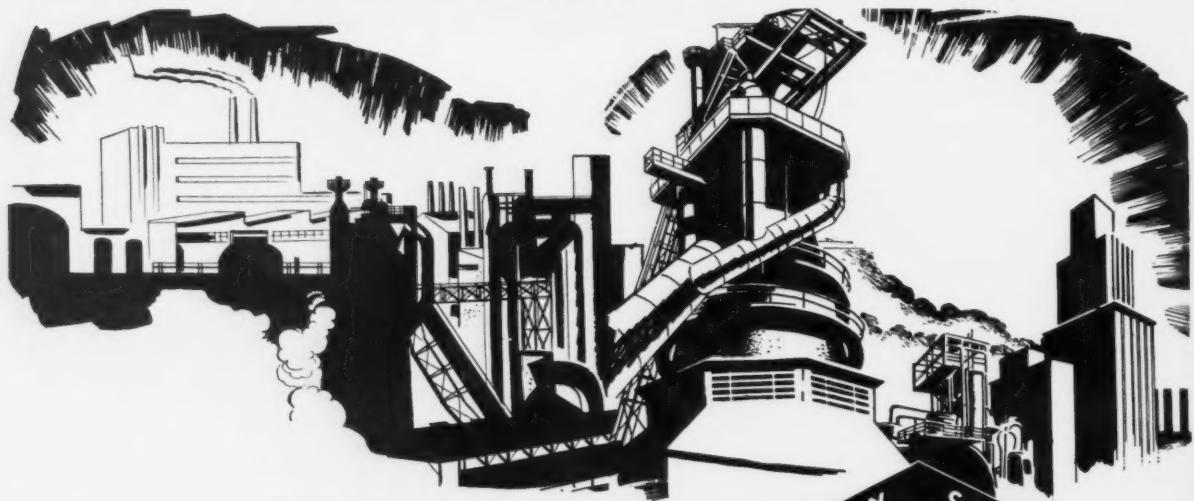
Progress . . . On The Move . . . In 1930, Pratt & Whitney Aircraft moved from its Capitol Avenue plant in Hartford to its present East Hartford location. Trolley flatcars loaded with heavy equipment clattered down Main Street and across Bulkeley Bridge to "the Aircraft's" new home.

Founded in 1925 with a staff of six, Pratt & Whitney Aircraft's East Hartford operations now employ approximately 31,000 persons and cover 1,019 acres! As Connecticut's most important industry and as the nation's prime source of aircraft power plants, the "Aircraft's" contribution to Hartford's growth and prosperity is beyond calculation.

Pratt & Whitney Aircraft is a division of United Aircraft Corporation. Despite the similarity of names and the fact that the company first occupied part of our Capitol Avenue facilities, there has been no corporate identity between us since 1927. Our two organizations have, however, worked in closest cooperation, and Pratt & Whitney Aircraft has long relied on the Pratt & Whitney Company for many of the ultra-precision machine tools, cutting tools and gages that make it possible to maintain the fine-watch accuracy required of aircraft engines. Designing, developing and producing precision production equipment for Pratt & Whitney Aircraft and many other leading companies the world over, the Pratt & Whitney Company in West Hartford, too, has helped advance Hartford's growth, prosperity and reputation.

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